



# THE INDEPENDENT

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## NEW BUSINESS REVIEW

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# Blair gears up to ditch the pound

TONY BLAIR set Britain firmly on course to join the single European currency yesterday by unveiling a fast-track timetable that would start soon after the next general election.

Cabinet ministers said last night that the momentum towards British membership was now unstoppable, after Mr Blair told the Commons that Britain "should join a successful single currency provided the economic conditions are met".

The Prime Minister described his historic statement as "a change of gear" rather

BY ANDREW GRICE AND DIANE COYLE

than a change of policy. But Downing Street conceded that policy had changed because the Government would amend legislation now going through Parliament to allow the Department of Social Security, Inland Revenue and Customs and Excise each to spend "tens of millions of pounds" ensuring that their computer systems were prepared for the euro.

Ministers hope this will encourage the private sector to

follow suit, although they refused demands from small businesses for cash help towards the changeover. Mr Blair said that companies would not be forced to act, but suggested it would be in their interests.

The national changeover plan unveiled by Mr Blair suggested that it would take Britain about three years after a "Yes" vote in a referendum to abolish the pound. With a general election expected in the spring of 2001, followed by a referendum that autumn if Labour retained power, the plan would introduce

"I know what the British feel when they see the Queen's head on a £10 note. I feel it too. There's a very strong emotional tie to the pound"

Tony Blair, April 1997

"We can no longer afford to pretend that the euro does not exist. Such a denial of reality does not promote Britain's interests, it betrays them"

Tony Blair, yesterday

euro notes and coins between two and two-and-a-half years later. The pound would disappear six months after that.

Mr Blair told MPs that the British people would not get a

real choice on whether to join the euro unless active preparations were made now. He said both the intention to join and the economic tests he reiterated were real.

These conditions could yet give Labour an escape hatch if the single currency faltered or Britain's economy failed to converge with the rest of the European Union. However, pro-Europe MPs in all parties hailed Mr Blair's statement as a landmark from which it would be difficult to turn back.

William Hague's attack on the statement was undermined when senior Tories, including Kenneth Clarke and Michael Heseltine, gave a warm welcome to Mr Blair's plans.

Last night, the Confederation

of British Industry was disappointed that Mr Blair failed to set a target date for joining the euro. But Sir Clive Thompson, its president, said: "The changeover plan is a sensible step forward, with practical guidance on what needs to be done."

The Institute of Directors and the British Retail Consortium both criticised the costs the plan was likely to impose on business and the short changeover period it envisaged. Stephen Alambritis, of the Federation of Small Business, said: "Small companies feel they are being

asked to pay for something they don't want." None would spend money on preparations ahead of a yes vote, he predicted.

John Monks, general secretary of the Trades Union Congress, called the plan "an impressive piece of work", while Ken Jackson, general secretary of the AEEU engineering workers' union, said the Government's commitment to membership in principle was welcome. "What we need now is the date of an early referendum so that British industry can plan without uncertainty," he said.

## Avalanche kills seven and buries 55 in Alps

AT LEAST seven people were dead last night after another avalanche devastated the Alps, burying up to 55 people in the small Tirolean ski resort of Galtür, in Austria.

Thirteen people were pulled out of the snow in critical condition and another 35 were still missing. Rescue operations were being hampered by heavy snowfall, with helicopters unable to fly in or out, an army spokesman said.

The seven confirmed dead were taken alive from the snow, but could not be flown to hospital. They died from their injuries.

The avalanche thundered through the heart of the resort at about 3pm GMT, demolishing four houses as well as the fire brigade depot from which rescues are usually staged, Austrian TV said.

It struck as stranded holidaymakers, including several Britons, attended a party laid on by the village to relieve their frustration at being trapped and unable to ski. The resort has been cut off since last Wednesday. Despite avalanche warnings, they believed they were secure in the confines of the village.

Last night helicopters and hospitals were on stand-by in the nearby larger town of Landeck.

A British businessman holidaying in the resort, Chris Laming from Kent, reported that five bodies had been re-

BY DARIUS SANAI AND MARY BRAD

covered from the snow, which "obliterated" a hotel full of tourists on the edge of the village, along with several chalets.

Avalanches - the result of the worst Alpine weather in half a century - have already killed more than 20 people in the region this year. Six Britons have been among those who have died.

As snow storms, heavy rain and high winds last night swept the mountains of five Alpine countries - France, Germany, Austria, Switzerland and Italy - rescue operations by the armed forces were thwarted.

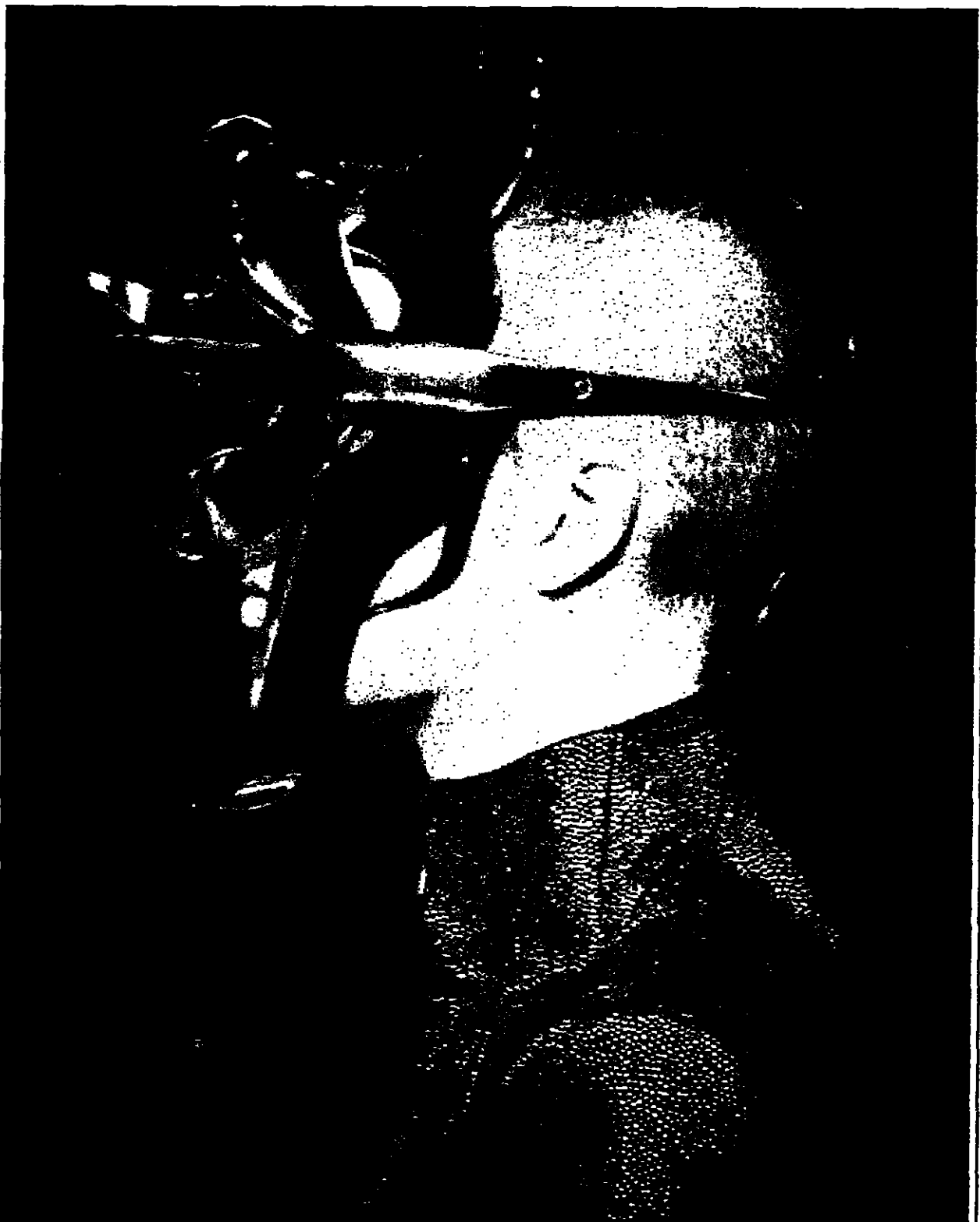
Mr Laming, on holiday with his wife and two children, said that a Dutch special constable staying in his hotel had recovered five bodies.

"The avalanche didn't hit us directly but it was the weirdest thing I've ever experienced," he said. "We had all been taking part in a makeshift skiing competition, organised by the tourist office, in the centre of the village." He had lightheartedly described the activities to *The Independent* earlier in the day.

He said last night: "They are evacuating people from the edge of town and putting them up in the hotel. There are blankets at reception."

Conditions were worsening and a gale-force wind was blowing, Mr Laming said.

"It all went black", page 3



A polished metal face mask was unveiled at London Fashion Week's Tristan Webber collection Peter Macdiarmid

## New cancer therapy will save lives of thousands

THE US National Cancer Institute has issued an alert to doctors around the world to change the way they treat cervical cancer after five separate studies showed survival rates could be improved by up to 50 per cent, potentially saving thousands of lives worldwide every year.

The clinical alert is only the fifth the institute, the main US national cancer research agency, has issued in its 11-year history. It was sent to 20,000 cancer specialists belonging to the international oncology major organisations on Monday.

Results from the five studies show that combining chemotherapy with radiotherapy for advanced cervical cancer cuts deaths by 30 to 50 per cent compared with the standard treatment, used in the US and the UK, of surgery or radiotherapy alone. Last year there were 3,500 cases of cervical cancer in the UK and 1,222 deaths.

Three of the studies are due to be published in the *New England Journal of Medicine* in April but the journal broke its own embargo this week and published the details on the internet "because of the public health implications". The other two studies are to be published later in the year.

Mitchell Morris, of the Anderson Cancer Centre in Houston, Texas, who led one of the studies, said: "It's rare to see such a dramatic difference. This is the first major change in the treatment of cervical cancer in 40 years."

The studies, involving 1,700 women, show that combining

BY JEREMY LAURANCE Health Editor

radiotherapy with the platinum-based drug, cisplatin, has a synergistic effect (greater than the sum of their separate effects), possibly because the chemotherapy makes the cancer cells more susceptible to radiation.

However, the women have only been followed over three years and a longer study is required to see if the improved survival is maintained.

Cervical cancer has been declining in the UK since the introduction of national screening but the disease largely still kills those who have never been screened.

Julietta Patrick, national co-ordinator of the programme, said: "This obviously sounds like good news. We are talking about hundreds of deaths that could be saved. But it is worth reminding women that attending regularly for a cervical smear every three to five years cuts their risk of cervical cancer by 80-90 per cent."

Recent failures in the cervical screening programme have damaged patient confidence, according to a NOP survey published yesterday.

It found half of women aged 20 and over said they were "less confident" in the service following the Kent and Canterbury scandal and problems elsewhere.

Only 17 per cent of GPs shared the same opinion. 70 per cent said they were "as confident" as before.

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# 'Everything went black, then a giant shockwave smacked against the wall'

BY MARY BRAID  
AND DARIUS SANAI

RESCUERS WERE searching for up to 35 people last night after another devastating avalanche struck one of Austria's ski resorts, killing at least seven people and injuring 13.

As the region struggles with some of the worst weather in living memory, an Austrian army spokesman said the avalanche had struck the ski resort of Galtür in Tirol. Continuing heavy snow was hampering rescue efforts.

There are several dozen British families staying in Galtür, but there were no immediate reports of casualties among them.

Chris Laming, a businessman from Kent on holiday in Galtür with his wife and two children, was in the village when the avalanche struck. He said it "obliterated" a hotel full of tourists and several chalets on the edge of the village. A Dutch holidaymaker recovered five bodies from the avalanche.

"The avalanche didn't hit us directly but it was the weirdest thing I've ever experienced. We had all been taking part in a makeshift skiing competition, organised by the tourist office, in the centre of the village. "We had just gone back inside the hotel room when suddenly everything went black. There was no sound at all, and then something smacked against the window like a giant shockwave. Then you heard it hitting the other side of the hotel."

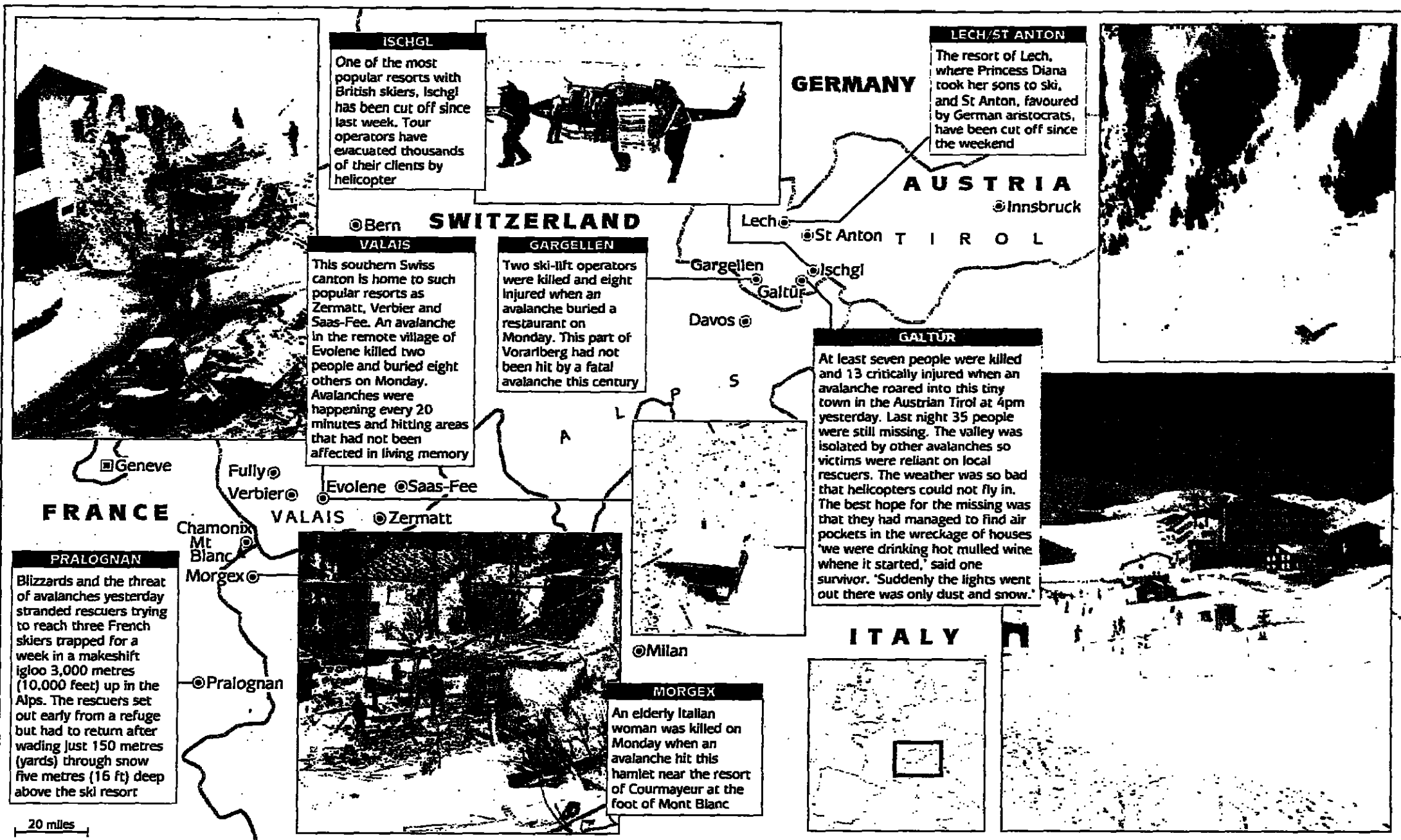
An Austrian army major said the 35 missing people were believed to be trapped in houses and the hotel buried beneath the snow.

The major said people trapped in homes have a better chance of surviving and finding air pockets than those caught in the open, where the heavy weight of the snow soon suffocates them.

Many tourists were walking down the main street with their children to join a village party organised by the local authorities when Galtür was engulfed.

No outsiders have been able to reach the village since snow last week blocked the main road leading there, and bad weather prevented helicopters from flying from the town of Landeck lower down the valley.

Mr Laming told *The Independent* by phone last night: "We rushed downstairs to find crowds of people coming into the hotel in great distress, and children crying. A German man was screaming two names, presumably those of his children. A little British boy had gone missing but he was found un-



harmd outside a few minutes later.

"Outside it was still daytime but almost black. We didn't realise at the time the real action had taken place on the edge of the village a few hundred yards away, and that it was much worse over there. Everything was covered in powder snow and a thick fog.

"Some people went to the scene with the police immediately to help with the rescue.

"Now people are very upset and very scared. We do believe we are safe because our hotel is in the middle of the village, away from the slopes, we're probably about 300 to 400 metres from where it happened.

"They are evacuating people from the edge of town and putting them up in the hotel. Now it seems conditions are getting worse, there's a gale blowing."

The Alps are experiencing their worst weather in 40 years. More than 20 people - including six Britons - have died in avalanches this season. Even areas traditionally considered safe have been affected.

Tens of thousands of skiers, including many British tourists, are trapped in heavy snow affecting the Alpine region. Main routes are blocked by snow and resorts and villages marooned. Avalanche alerts rate five on a scale of five. The extreme western reaches of Austria are among the worst affected areas.

Hans-Jörg Pacher, spokesman for the Tirol tourist board in Innsbruck, said between 12 and 15 ski resorts are cut off, as well as dozens of smaller villages. The resorts include Lech, where Diana, Princess of Wales holidayed with Princes Harry and William, St Anton, and Zürs, a tiny hamlet

favoured by the German aristocracy.

Switzerland, Italy, France, Austria and Germany have mobilised their armed forces to fly in supplies and help with emergency airlifts. In the Swiss canton of Valais, officials recorded an avalanche every 20 minutes on Monday. Metres of snow have fallen.

Every country that shares the Alps has been hit by tragedy. Yesterday a 52-year-old woman died in Morgex, Italy, near Mount Blanc, after a wall of snow, 300 metres wide, pounded the village in the early hours of the morning. The woman was asleep when the snow ripped through her home, removing the roof and crushing her against the wall.

No one else died although 50 houses were damaged and three villagers were injured.

While Italian rescue workers struggled on, about 100 Swiss rescue workers were still trying to recover eight French tourists buried in an avalanche at the weekend in the village of Evolène, in Valais canton. Yesterday officials in the village warned that the chances of finding them alive were very slim. Among the missing are a baby and a small boy.

On Sunday the bodies of two local victims - a 23-year-old council employee and his girlfriend, aged 23 - were recovered from beneath the snow. If, as is now expected, the French tourists are dead, Evolène will enter the history books as the site of the most lethal mountain accident to have hit Switzerland in 14 years.

In Austria avalanches are occurring in some areas for the first time in living memory. Such was the case in the village of Gargellen in the western Vorarlberg province, where an

avalanche destroyed a mountain restaurant on Monday. Five ski-lift employees and five workers on the restaurant's lower floors survived, but a couple in the attic of the building died.

A woman perished immediately and her male companion died later from injuries after weather conditions prevented him being flown to hospital. Snowstorms, blizzards and the risk of avalanche were also preventing rescue parties searching for three French skiers stranded for the seventh day above the resort of Pralognan-la-Vanoise in the French Alps.

The three men were in mobile phone contact with local police until Sunday night, but that link has been lost. The men had said they were sheltering in an igloo but were running out of food and water, and struggling against bitter cold.

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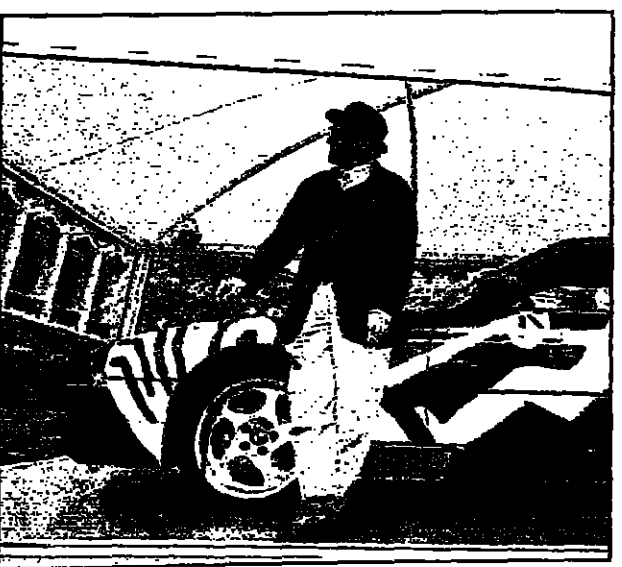
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## WALLS OF WHITE DEATH

EXPERTS SAY the avalanche risk is unprecedented in living memory. Villages, hamlets and resorts are built in spots that have been proved safe. While some of this winter's first avalanches were triggered by skiers and snowboarders straying off-piste into danger zones, the most recent victims have been tourists and residents in their chalets and houses, normally considered among

the safest places in times of avalanche danger. At such times only those in avalanche-proof cellars can really consider themselves safe. Alpine experts agree the reason for the chaos is excess snow, with more falling in many villages than at any time in living memory. The position was made worse this week when the weather turned milder and it rained on many lower

slopes, only for the snowfall to return. This created heavy, unstable snow, which froze. Any more snow this week is landing on an icy base and being whipped by winds of up to 80mph, which means some areas of the Alps, particularly western Austria, where the snow has been heaviest, are experiencing avalanche dangers on a scale locals have never seen before.



Young artist: David Hockney at the RA. David Sandison.

## RA to change tea and sponge cake image

THE ROYAL Academy, the apex of Britain's art establishment, is to change its image to attract young people turned on by the "Britpack" contemporary art explosion.

The academy is to build a new Friends' room in its 18th-century building in central London, complete with modern furniture and alcohol available all day long. And next year it will mount *Sensation 2*, a sequel to its controversial but very successful *Sensation* exhibition in 1997, which brought Damien Hirst's preserved sharks and a painting of Myra Hindley into the academy.

BY DAVID LISTER  
Arts News Editor

The additional Friends' room, which designer Eva Jirica has been asked to plan, will be the most blatant attempt to update the Royal Academy's image. It will be through a doorway from the present Friends' room, which will remain open for use. Ms Jirica, who specialises in glass as a design feature, has designed interiors for the fashion house Joseph and a number of bars and restaurants, including Le Caprice in London. Until now the Friends' area

has been an oasis of calm and reflection in London's increasingly frenetic art scene - a lounge where members of the 75,000-strong organisation have until now studied art journals over nothing stronger than tea and Victoria sponge cake.

The room has been virtually a private club in the heart of the West End and the Friends have been very happy with it. But the RA management has studied the current Friends membership and found that the typical Friend is a female over the age of 45. Sixty per cent of the membership are over 55. Only 8 per cent are under 35.

With the burgeoning interest in art among Britain's youth, the academy management wants to attract a younger art lover. Norman Rosenthal, the RA's exhibitions organiser, said yesterday: "There is an extraordinary interest in contemporary art. I can remember when only around 300 people in London were interested in it."

He added that he had not decided yet which works would be in *Sensation 2* but, unlike the *Sensation* exhibition they would not be drawn exclusively from Charles Saatchi's collection, and the show was likely to be international rather than

just concentrating on British art. "It will cry and proclaim the potential of art today," he said. In another novel departure, the academy confirmed it will become the first art gallery in Britain to open all night.

It will do this for one night only on Saturday 17 April to allow 8,000 more visitors to see its Monet exhibition.

The all-night opening will become something of a cultural party, complete with a live band, coffee and breakfast bar and a midnight debate on the 24-hour city.

So far the Monet exhibition has attracted 210,000 visitors; 380,000 tickets to the exhibition were booked in advance, beating the academy's previous box office records. However, some 180,000 tickets are still available for the exhibition.

Among highlights of the coming year's programme will be exhibitions on Van Dyck, Kandinsky, Joseph Beuys, John Hoyland and the architect Sir John Soane. The exhibition to mark the millennium will look back at the art of 1900.

The academy's cumulative deficit, which had totalled £3m in 1996 and is now down to £500,000, is likely to be eradicated during this year.



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## GAINS AND LOSSES: WHAT INDUSTRY AND THE UNIONS THINK ABOUT SINGLE CURRENCY PLANS



**Richard Branson, Virgin Group chairman**  
"British businesses will have to adapt to it one day, so they ought to adapt to it today. Our Megastore in Oxford Street accepts euro cheques and credit cards. It was relatively easy to change as we already accept a range of currencies."



**Ruth Lea, head of policy, The Institute of Directors**  
"We shouldn't join for the foreseeable future. There isn't proper economic convergence between Britain and the other countries of Euroland. We must also wait and see whether the European Central Bank is competent to do the job."



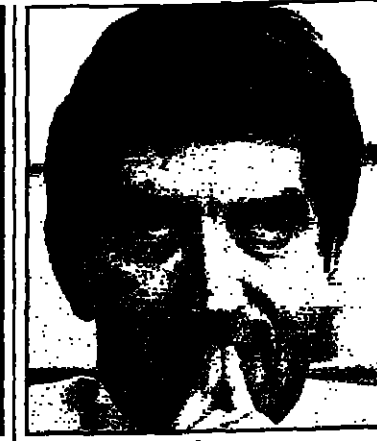
**Ken Jackson, general secretary of the Amalgamated Engineering and Electrical Union**  
"The Government is absolutely right to make plans for joining the euro. What we need next is the date for an early referendum. UK industry has no future outside the euro."



**Sir Stanley Kalms, chairman of Dixons Group**  
"This is an extraordinary decision to encourage people to start investing, way before any referendum. We are talking about massive investments... it would have a dramatic detrimental effect on our broader expansion plans."



**John Monks, General Secretary of the TUC**  
"This [the changeover plan] is an impressive piece of work, made more convincing by the way Government has worked with business and unions. Now there is a chance for consultation on how Britain might make the changeover to the Euro."



**Niall Fitzgerald, chairman of Unilever**  
"We are convinced that there are real benefits to be gained by Britain joining the single currency - lower and more transparent prices; a more stable economy; and a better business climate. Britain cannot afford to be half-in and half-out."



**Lord Alexander, chairman of National Westminster Bank**  
"What we need is as much clarity and as much notice as possible." It would take three years to adapt the bank's systems if Britain joins the euro. Last year, it spent £45m as a result of the euro."

# Changeover to euro now under way

BY DIANE COYLE  
Economics Editor

THE PRIME Minister said yesterday the Government's new plan to prepare Britain for joining the euro was "not a change of policy. It is a change of gear."

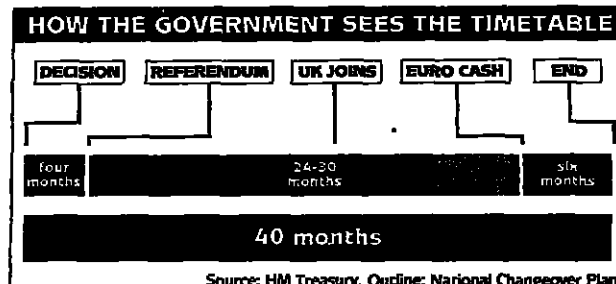
"We can no longer afford to pretend either that the euro does not exist or that Britain should not actively prepare for it," Tony Blair said. Failing to plan for membership would be a "denial of reality", he told the House of Commons.

The public sector will start preparation immediately, with provisions in the Finance Bill to get parliamentary approval for tens of millions of pounds for changes to computer systems by the Inland Revenue and other departments.

The changeover for the Revenue and the Department of Social Security in particular will involve large-scale information technology projects, which are likely to form one of the most time-consuming elements of the national changeover.

The 64-page national changeover plan acknowledges that businesses are unlikely to start spending money without a clear lead from the Government.

But the plan says: "The amount of pre-planning and practical work that takes place between now and a decision to join will be crucial in deter-



mining how quickly things could move forward thereafter."

The timetable set out in the plan rests on the assumption that businesses and government alike start their planning now, well before a referendum. Early preparations could shrink the period between the referendum vote and the switch to euro notes and coins to between 24 to 30 months.

The period between the Government's decision in principle to join and the final withdrawal of the pound is pencilled in at 40 months. So if the decision were taken in the first half of 2001, the switch from pounds to euros would take place during late 2004.

Planning for the production and distribution of 2 billion euro notes and 13 billion coins has already started. Legislation - including changes to the status of the Bank of England - will be introduced as soon as the Government has decided to join. And the banks have said

they will start converting to euros at the same time, ahead of the referendum result.

But most changes by the public sector and other businesses, with the minting of euro coins, will not start until there has been a "yes" vote.

Many business organisations were lukewarm about the plan, criticising both the lack of a firm date and what many saw as an ambitious timetable.

The strongly euro-sceptic Business for Sterling campaign said the changeover would cost British business billions of pounds.

The Treasury admitted that the cost to business could be considerable, but said it would depend on how well companies planned now. The national changeover plan should help concentrate minds on what steps were needed.

The British Retail Consortium, which took part in drawing up the document, insisted that the timetable was too ambitious, with stores needing a



Tony Blair telling the Commons yesterday that Britain must prepare for the euro

three-year period after the referendum to convert tills and computers. Elizabeth Phillips, the deputy director general, said cutting this period to two years would double the changeover costs for retailers.

Many businesses are unlikely to spend any significant amounts of money on the changeover until the referendum.

Stephen Alambritis of the Federation of Small Businesses

said: "What small companies respond to is certainty." They were concerned that bigger businesses would insist on their suppliers dealing in euros before a date for UK membership had been set, he said.

## Senior Tories offer to back Blair on EMU

PRO-EUROPEAN heavyweights in the Conservative Party openly defied William Hague last night by welcoming Tony Blair's announcement of the timetable under which Britain would join a successful single currency.

Michael Heseltine and Kenneth Clarke, the former cabinet ministers, undermined Mr Hague's Commons attack on the Government's new strategy by suggesting they would join an all-party campaign led by Mr Blair to win a "Yes" vote in a referendum on the euro.

Mr Heseltine hinted that there was a formal split in the Tory ranks because of the pro-European's strong opposition to Mr Hague's flagship policy of ruling out single currency membership in this Parliament and the next.

The former deputy Prime Minister told the Commons it would take an all-party campaign to swing public opinion behind joining the euro, and asked for a categorical assurance that Mr Blair would lead such an "all-party alignment".

Mr Blair replied: "I certainly intend to be at the forefront of that campaign myself."

Mr Clarke, the former Chancellor, said he welcomed Mr Blair's "marked change of tone" and his decision to "give some reality" to his policy of "prepare and decide" on the euro.

He urged the Prime Minister to continue to "put his mouth where he thinks our money ought to be".

BY ANDREW GRICE  
Political Editor

opposition against the single currency.

But Mr Hague launched a strong attack on Mr Blair's statement. He mocked the Prime Minister for changing his tune since he wrote an article for *The Sun* before the 1997 general election in which said he "loved the pound".

The Tory leader accused the Government of denying the British people a choice by "bouncing" them into the euro by spending large sums of their own money to convince them that British membership was inevitable and a referendum decision a formality.

The national changeover plan, he said, was part of a "national handover plan" to hand over Britain's political and economic freedom before the country knew whether the single currency worked.

Mr Blair replied that the Tories were out of touch with public opinion, and their "get-rich strategy" would not work.

But Mr Blair also faced a split in Labour's ranks, as he fielded hostile questions from sceptics including Tony Benn, Dennis Skinner and Dennis Davies. Mr Davies warned that the common monetary policy would inflict far greater damage than the EU's common agricultural policy, which Britain was now seeking to reform.

Paddy Ashdown, Liberal Democrat leader, said Mr Blair's statement showed he had "crossed the Rubicon in favour of the euro", even though he pretended he had not.

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# BBC says TV chat shows face axe

DAYTIME CHAT shows were threatened with the axe yesterday by the chairman of the BBC governors after recent revelations of faking and fears that they had no place with a public service broadcaster.

Meanwhile, Oprah Winfrey, queen of the "confessional" chat show, has promised to re-vamp her programme because of her regrets over making guests cry and giving a platform to the Ku-Klux-Klan.

Sir Christopher Bland, the BBC chairman, defended the BBC's daytime chat shows in a speech to the television industry.

BY PAUL MCCANN  
Media Editor

lose their value, their integrity, their point - and will lose their place in the BBC's schedules.

"[The] issue is whether daytime chat shows have any place in the mixed economy of a public service broadcaster. I think they do, and they can meet a real audience need. The best of them are good examples of how popularity and public service can be complementary."

Sir Christopher was speaking on the day that Oprah Winfrey, host of the most successful daytime chat show in America, admitted regret about some items she had broadcast on her programme.

"I've been guilty of misusing television," she told the Radio Times. "It is a dangerous medium and is misused all the time. There are shows I should never have put on air. When I had the Ku-Klux-Klan members on and they called me 'nigger' and 'little monkey' in the break, I realised I'm not going to change these lunatics, so I need to be more careful who I empower by giving a platform."

She said she also regretted a show where a man confessed to his wife that his mistress was pregnant: "The look on the wife's face broke my heart."

Ms Winfrey attacked the vulgarity of her American rival Jerry Springer, whose shows she described as being "like a Roman circus".

But despite saying earlier this month that she was getting out of television before someone was killed live on air, Ms Winfrey said her research into slavery for a film role has made her change her mind: "I've come from a people who had no voice, money or shoes to run, but they ran anyway. How dare I say I felt tired?"



Oprah: 'I need to be more careful who I empower'

try last night, but warned that they would be pulled off air if they become "entertainment for entertainment's sake."

Earlier this month it was revealed that guests on *The Vanessa Show* on BBC1 were actresses hired from a theatrical agency pretending to be members of the public.

In a speech to the Royal Television Society, Sir Christopher said: "These programmes need to remember their public purposes - the moment they become focused on entertainment for entertainment's sake, they



James Dyson's advertising for his cleaner was untruthful and aggressive and he must pay damages, said a French court. John Lyons

## Dyson fined £20,000 by French and ordered to clean up his ads

IF NATURE abhors a vacuum, continental law, it seems, abhors a Dyson. The British entrepreneur, James Dyson, inventor of the bagless vacuum cleaner, has been found guilty by a French court of "aggressive and untruthful" advertising, ordered to pay £10,000 damages each to two competitors and told to withdraw his ad campaign for his Dual Cyclone cleaner.

BY JOHN LICHFIELD  
in Paris

The French appeal court said the dust used in the Dyson ads was "abnormal" and his attacks on the opposition were excessive and abusive. A similar case, brought by Electrolux against Dyson in France, was thrown out this month.

The French ruling may become an important test case on the rights and wrongs of negative, or comparative, advertising in Europe. A European Union directive allows such advertising from April but it re-

mains restricted, or non-existent, in several EU countries, including France.

Mr Dyson has refused to take defeat lying down, buying full-page advertisements in French newspapers, using heroic terms to describe his 20-year battle to establish the virtues of his "revolutionary" cleaner, against the packed legal ranks of the competition.

The man who captured half the British market (in value terms) in six years, fears a campaign by other vacuum-cleaner manufacturers to bar him from continental Europe.

"I want to show consumers how powerful companies try to block their smaller competitors, while at the same time, they copy our technology and our style," he said. "I am sickened by these manoeuvres."

Electrolux, the Swedish-based, European market leader, brought the French court case, along with Electrolux Filter, its bag-making subsidiary. The Swedish company says the Dyson ads were "unethical" and Electrolux is considering a case against the new ads.

Mr Dyson's Dual Cyclone is not a vacuum cleaner. It creates a centrifugal sucking action, like a salad-drying machine. It does not need a replaceable bag but has a container which must be emptied.

In adverts, Mr Dyson claims all conventional cleaners become less thorough when a new bag is fitted. Dust, he says, blocks access holes and reduces sucking efficiency. His own cleaner remains constantly efficient, he says, however full it becomes. The

French court decided some claims made for the Dual Cyclone were reasonable. But Dyson overstated the case with its attacks on its rivals. Firstly, it used dust which was "not in conformity with household norms." Secondly, it failed to mention that what the consumer saved on replacement bags would be spent on new filters for the Dyson machine.

Thirdly, Dyson had compared his £250 model to the low-range Electrolux £60 model.

The court stated: "The operating method of the Dyson company does not simply consist of extolling the merits of its technical invention but extends to denigratory, aggressive and untruthful comparisons, expressed in a mischievous tone to attract the consumer's attention."

## Anger at GM trials changes

BY CHARLES ARTHUR  
Technology Editor

SCIENTISTS ON the key committee which oversees trials of genetically modified crops are angry at plans by Environment minister Michael Meacher to replace almost all of them at once.

Members of the 13-member Advisory Committee on Releases to the Environment (Acres) have written to Mr Meacher to protest that his plan, leaked last week, will weaken their combined experience and expertise. It comes, they argue, just as growing concern over GM crops and food means that both are more important than ever.

Dr Julian Kinderlerer, of the University of Sheffield's biology and biotechnology department, who has been on Acres since its inception in 1992, told *The Independent*: "Some of us hit the roof when we were told about it last week."

"I have written to Mr Meacher to say that there is a difference between expertise and experience, and we need to have both represented on the committee."

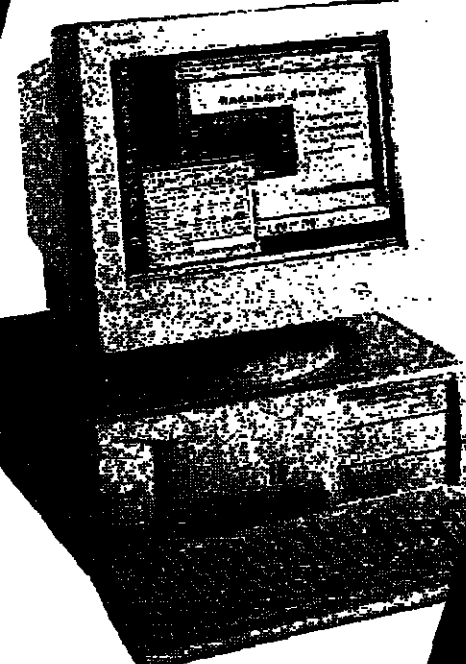
"It is all very well knowing the theoretical analysis of a crop's risks. But you need someone who can point out that it will be farmed by two men pushing a wheelbarrow, neither of whom cares about genetic release."

Professor Alan Gray, another Acres member, said: "The point is that it is a committee which deals with science. There may be a bias of people from industry - but would you prefer to fly in an aeroplane designed by people with degrees in ethics, or aerospace design?"

Acres is crucial in deciding what GM crops are approved for trials in Britain, and how widely they might be introduced.

But its critics contend that it has never turned down any application for GM crop trials, and has refused to consider suggestions by English Nature, the official conservation advisers to the Government, for a moratorium on the commercial growing of GM crops.

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# Morgan says Welsh ballot was rigged

LABOUR'S MILLBANK officials tried to head off allegations of ballot rigging yesterday after the unsuccessful candidate in the Welsh leadership contest, Rhodri Morgan, lodged a formal complaint about the way the ballot was run.

Mr Morgan, the MP for Cardiff West, has sent a detailed list of complaints to Unity Security Balloting Services (USBS), which was appointed to oversee the contest.

The controversy, which follows three months of bitter campaigning, is also set to be raised at the next meeting of Labour's ruling national executive committee (NEC).

Mr Morgan, who was beaten on Saturday by Alun Michael, the Welsh Secretary, in the battle to become First Secretary of the Welsh Assembly, said that he had serious concerns about the ballot of 21,000 party members.

In a letter passed to *The Independent*, the backbencher demanded to know why ballot papers had been sent out three days early without his knowledge, allowing his opponents a

BY PAUL WAUGH AND  
ANDREW GRICE

crucial head-start in the race. Letters from MPs supporting the Welsh Secretary had mysteriously gone out at the same time, he said. Even Anita Gale, general secretary of the Wales Labour Party, had not been informed by Millbank of the change of date.

Mr Morgan also demanded to know if USBS had opened ballot envelopes to give Millbank and his opponents an indication of the results. When the final results were announced, the backbencher won the vote among party members by 65 per cent to Mr Michael's 35 per cent. Mr Morgan demanded to know how his opponents were able to make an accurate prediction a week earlier, apparently discounting the possibility of it being an informed guess.

He claimed there was a prima facie case that information had been leaked, perhaps by an individual rather than by USBS. USBS is one of three semi-charitable institutions used for

ballots. A party political ballot does not require the organisers to meet statutory standards or controls. USBS refused to comment and referred all inquiries to Labour's press office.

A party spokesman said there had been no leaks and the party had total confidence in USBS. "It's pretty pathetic. Rhodri was big enough to accept the result on Saturday," he said. He denied that any ballot papers were opened before the poll had closed. They were sent out early because the printers had finished them early.

However, the use of the union block vote to clinch the contest for Mr Michael has angered many in the Wales party. Mr Michael narrowly won the contest by gaining more support among trade unions and assembly candidates in Labour's electoral college.

Mr Morgan said last night: "If they can't produce a categorical written assurance that there was no leak to Millbank and to the Alun Michael camp, then it is a deeply unsatisfactory situation."

## House prices fall by 3.5%

HOUSE PRICES in England and Wales fell by 3.5 per cent between the third and fourth quarters of last year, according to official figures yesterday.

Prices in the fourth quarter fell in all regions except the north of England, which saw a 3.04 per cent rise, according to data from the Land Registry. In Greater London prices fell by an average of 3.89 per cent.

After an initial boom, most prices fell steeply in the last quarter of the year as

BY ANDREW VERITY

a weakening economy caused the property market to slow down. Fewer houses were bought and sold, with the number of transactions falling by 14 per cent.

Some traditionally "desirable" areas suffered price falls over the whole year, according to the Land Registry. The average price of a home in the London borough of Kensington and Chelsea fell from £289,739 to

£280,977, while the average price in Camden slipped by £1,000 to £196,658. Year on year, the price of the average house in England and Wales still rose by 5.88 per cent, with the biggest rises in Greater London and the South-east.

Mortgage lenders advised caution over the Land Registry figures, saying they do not take account of seasonal factors such as the traditional slowdown in the housing market at the end of the year.



Robert Cary-Williams' Fashion Week show continued his deconstructed take on Victorian fashion - above and right - with lashings of latex. Peter Macdiarmid

## Designs that are shredded and sweet

THERE WERE fire-crackers, gunshots and a room full of smoke at Robert Cary-Williams' London Fashion Week show yesterday. Such pyrotechnics were at least apposite in the case of this particular designer.

Disenchanted, at the age of 18, by the prospect of taking over his father's dairy farm in Wiltshire he wasted no time signing up with the Army - not a move usually associated with our fledgling designers.

From there he went to art college in Taunton and then to Central Saint Martin's in London where he was in the same year as Matthew Williamson and Antonio Berardi.

Despite the fact that this was only Cary-Williams' second collection, the show included a rare appearance by the new face of Calvin Klein - Russian-born Colette Pechekhonova. Anna Wintour of American *Vogue* took pride of place in the front row, and Katie Grand of *Dazed & Confused* magazine styled the collection. But then Cary-Williams is emerging as one of London's most promising talents - the designer set to take over from the likes of Berardi, say, should he continue to show in Milan - as one of London's hottest tickets.

If yesterday's show was anything to judge by, however, Cary-Williams has some way to go. Held in the former Dior store in Conduit Street, any chintz had been thrown out to be replaced by a catwalk in rough wood. The clothes too were a far cry from more bourgeois Parisienne couture.

The theme was basically Victorian, a continuation of Cary-Williams' debut collection and, again, his was a very deconstructed take. This is not surprising, Cary-Williams is, after all, the man who made something of a name for himself while still at college by saving up to buy designer clothes,

BY SUSANNAH FRANKEL  
Fashion Editor

then slashing them before he wore them.

He likes the fact that something creative comes out of destructive tendencies, he says. It wasn't long before he set to shredding his own designs.

Despite his aggressive technique, his clothes at their best are strangely romantic. Shred-



ded underskirts and petticoats looked sweet; the normally rather severe frock coat, in this designer's hands, had soft edges. Clothes were often held together with nothing more than huge lengths of zip; pretty sugar-pink zips.

What was less successful, however, were acres of surgical latex - in particular a figure distorting body suit. Equally, Cary-Williams would do well to sew up a few more of his seams.

Worst of all, the sheer volume of smoke that eventually filled the room actually encouraged some members of the audience to leave before the show had ended. Fumigation is not, in the end, what fashion needs.

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# On a momentous day for our island race, Blair turns up

WAS IT Tony Blair's presence in the House yesterday that was worthy of note or the absence of his absence?

Being congenitally naive, I had fantasised beforehand that the Prime Minister might arrive in the chamber intent on a triumph of Churchillian rhetoric. Having decided that the moment was ripe to commit the nation to monetary union, he would produce a speech to sway and seduce his larger audience, all those eavesdroppers beyond the hubbub of the parliamentary mob. The limelight of history was playing over this moment and the leading man was not going

to be upstaged by his supporting actor. Well, sketchwriters are prone to such foolish daydreams.

On the evidence of his speech about the national changeover plan, Mr Blair was there because if he hadn't been, everyone would have assumed that he was keeping a section of the fence warm for the Chancellor. Yes, it was momentous – but it was so in the teeth of Mr Blair's oratory, not because of it.

The Prime Minister is now in the position of a man who has announced to his children that they will be going to Disneyland only if the weather is fine, but in the meantime he has decided that it

would be sensible to book the ferry tickets, order some travel cheques, and pack the bags into the Volvo.

"Hooray, we're going, we're going!" shout the younger and more excitable members of the family at the news. "No, I haven't said that," says Mr Blair solemnly, "we will be going only if climatic conditions meet my stringent requirements". But even the very youngest child knows that after all that effort the climatic conditions will probably be deemed acceptable, even if a freak monsoon has just devastated Dieppe. The sulky teenagers who don't want to go to Disneyland at all, but would prefer

## THE SKETCH



THOMAS  
SUTCLIFFE

to huddle in their bedroom with the curtains drawn, see what's up and begin to issue urgent whines of grievance. The brighter ones com-

plain pointedly about cultural imperialism or moan about how expensive the admission charges are, at which point Mr Blair repeats himself: "I haven't said we're definitely going, but it would be silly not to get ready just in case we do."

William Hague had some successes in his response but nothing that quite gelled into a coherent alarm for national sovereignty. He sent up a maroon at one point with a line about Britain being a country that had "decided its own destiny for a thousand years", a brief flare of purple that excited some "aahs" of wistful admiration from the benches behind him, but his

speech was too knockabout and miscellaneous to conjure a real sense of national hazard.

It isn't easy to combat something so carefully non-committal of course, and Mr Hague has his own equivocations to protect, but he turned down the opportunities he did have to play on notions of patriotic loyalty. When he had some justifiable fun with a *Sun* article in which the Prime Minister had declared "my love for the pound", he didn't go through the metaphorical door that opened up – the implication that Mr Blair is loose in his fidelity to the coin of the realm, not above a spot of continental adultery.

Behind him the big beasts of Conservative Europhilia were lining up to be counted – Kenneth Clarke first of all, welcoming the Prime Minister's "marked change of tone" and then Michael Heseltine, urging Mr Blair to create an all-party body actively to campaign for the euro, a comment cynically interpreted as a job application by several of his colleagues.

Their speeches didn't greatly thrill either and I suspect that a written transcript would capture little of the sense of occasion that gripped the chamber. It was, as Mr Blair had obviously decided, one of those times when you just had to be there.

## Minister gives concessions on benefits

MINISTERS SOUGHT to head off a backbench revolt over the Government's radical plans for welfare reform yesterday, pledging its determination to tackle the causes of poverty and social exclusion.

As part of the Government's concessions to critics of its key legislation, Alistair Darling, the Secretary of State for Social Security, announced that the age limit for young disabled claiming incapacity benefit who begin training or higher education before 20 would be rising to 25.

"One of the strongest arguments that disability organisations made was that the Bill would wrongly penalise disabled young people who stay on after school to go into higher education or training. We accept that," Mr Darling said.

Backbenchers have been angered by plans to introduce stricter tests for incapacity benefit to ensure it is only paid to those in "genuine need".

Opening the second reading debate on the Welfare Reform and Pensions Bill, Mr Darling insisted that the legislation would introduce an entirely

### WELFARE REFORM BY SARAH SCHAEFER Political Reporter

new culture into the benefits system because it would end the dependency culture by making work pay. "Of course we will be sensitive to people facing particular difficulties," he said.

People with disabilities too severe for them ever to work would never be required to take part in the compulsory interview under the "single gateway" to work scheme, Mr Darling stressed. However, pointing to lone parents, he added: "But for the majority of people to whom the gateway does apply, we will require them to take part in further interviews."

Social security ministers have been briefing selected groups of Labour MPs to avert a rebellion over the single gateway programme, hoping to address their concerns during the Bill's committee stage.

They have also been reminding them of last week's announcement that the Government would produce an annual audit on actions taken to

tackle poverty. The first report, to be published this summer, will focus on tackling the causes of poverty, including issues such as housing, unemployment, health, education, single mothers and the gap between rich and poor.

But Iain Duncan Smith, the Tory spokesman on social security, attacked Mr Darling for having done "nothing" to reduce the massive cost of social security spending. Any claimant could be exempted from the single gateway at the discretion of any member of Employment Service staff, he said.

He went on to attack the Government's proposals on pensions, which would leave 250,000 women worse off. The Bill created a "complex nightmare" and "massive confusion which will hurt the most vulnerable", he said.

Jeremy Corbyn, Labour MP for Islington North, complained that the Bill was "creating a very big market for private pensions when the Government could be re-funding the state earnings-related pension scheme to ensure that very good system was allowed to continue".



Betty Boothroyd, the Speaker, running the rule over MPs from the three main parties who lost most weight in a sponsored slim. The MPs – (from right) Harry Barnes (Labour), Oliver Heald (Conservative) and Menzies Campbell (Lib Dem) – are pictured with Julie Jameson of Weight Watchers. Adrian Brooks

## Labour peers challenge reform

THE GOVERNMENT was facing the first big defeat over plans for House of Lords reform last night as its own backbenchers warned against a weakening of their powers.

### LORDS WHITE PAPER BY SARAH SCHAEFER

Lord Richard, the former Lords leader, stressed that the purpose of reform should be to end the current "virtually unicameral system" by improving the second chamber's legitimacy.

Speaking during resumed debate on the White Paper on reform, the Labour peer, who initiated the reform process before he was replaced by Baroness Jay last summer, added: "Perhaps if Viscount Cranborne and I had been left alone, who knows what might have happened?"

"There it is, we are all pris-

oners of our parties, to some extent."

Lord Cranborne was sacked as Opposition leader in the Lords by William Hague after he secretly negotiated a deal with Lord Weatherill, chairman of the crossbenchers, to retain 91 hereditary peers beyond stage one of reform.

Opening the debate, Lord Cranborne echoed Lord Richard's concern that Lord Wakeham should not accept the "by now notorious" passage in the Government's White Paper calling for significantly reduced powers for the Lords.

"If the House of Lords in its reformed state is to perform that essential and urgent ser-

vice for the Commons, its composition must above all command universal authority and respect, and be independent."

The Lords did not make more than "peripheral" amendments to Bills and its present form stopped peers from rejecting key legislation because they did not believe they had the standing or authority to do so – "because of our composition".

He added: "We will need to use our existing powers to the full from time to time in a reformed House if we are to have any chance of frightening the Commons or holding the Government to account effectively."

Lord Cranborne accused ministers of having wanted until recently to stop reform after voting and sitting rights of hereditaries were abolished.

"I suspect if you needed any more evidence of that fact, the rushed nature of the White Paper and the last-minute appointment of the Royal Commission membership are evidence enough to support that contention."

"They hoped that, when forced to reverse that contention during negotiations that took place in the latter part of last year, they could achieve the same objective by a fast stitch-up of a Royal Commission," he said.

## Plea for cannabis 'No progress on green taxes'

### DRUG DEBATE BY SARAH SCHAEFER

A LABOUR backbencher will urge ministers today to allow doctors to prescribe cannabis for medical purposes.

Paul Flynn, the MP for Newport West, will argue that sufferers of illnesses such as multiple sclerosis, AIDS and cancer should be able to use the drug to reduce pain.

While the Government has given permission for cannabis to undergo laboratory tests to see if it could be licensed as a medicine, research would take at least five years, he will say.

"The tens of thousands of multiple sclerosis, AIDS and cancer sufferers should not have to wait that long for a natural medicine which has been used by millions of people for thousands of years. They want the medicine of their choice now so they can get pain relief, so that they can get a good

night's sleep, or so they can stop feeling nauseous from the side-effects of chemotherapy."

Mr Flynn said cannabis was prescribed until 1979 "without difficulties", while heroin and cocaine can be legally prescribed. Doctors would be allowed to prescribe cannabis as an unlicensed medicine, but would have to state the amount and name the patient.

Mr Flynn's 10-minute rule Bill has little chance of becoming law. A Home Office spokesman said: "Patient safety remains the top priority. Cannabis should not be treated any differently to anything else which is reputed to have therapeutic properties and has to be put through proper licensing procedures."

### THE TREASURY

has made no progress in developing much-needed green taxes to boost the environment, an influential Commons committee has said.

A critical report published yesterday by the Environmental Audit Select Committee called on the Chancellor to end tax breaks for company cars and give a clear signal on energy taxes for business.

The MPs said that Gordon Brown's pre-Budget report last year made no start in using information from other Whitehall departments to achieve environmentally sustainable growth.

John Prescott's Department of the Environment, Transport and the Regions has worked up a range of green policies, but the committee was dismayed that the Treasury had failed to treat the issues seriously. The

### ENVIRONMENT BY PAUL WAUGH Political Correspondent

MPs called on Mr Brown to consider taxes on pesticide use, the creation of a Green Taxes Commission, and changes to bus fuel duty to make public transport cheaper.

Crucially, the Treasury had failed to give a clear response to recommendations from Lord Marshall of Knightsbridge that a "carbon tax" for business should be introduced by the Government. It had also failed to give full weight to concerns about the "perverse" system of company car taxation, which rewarded drivers who clocked up more miles.

John Horam, chairman of the committee, said: "The Government's rhetoric is not matched by the reality."

### Gas safety move

LANDLORDS WHO install potentially lethal gas appliances should face tougher penalties, Labour backbenchers demanded. Fraser Kemp, the MP for Houghton and Washington East, introduced a Fuel Safety Bill aimed at preventing carbon monoxide poisoning, caused by leaking gas fumes.

### Today's Agenda

Commons 2.30pm:  
Northern Ireland questions;  
Prime Minister's questions;  
Social Security Contributions (Transfer of Functions) Bill;  
Rating (Valuation) Bill;  
remaining stages; short

### THE HOUSE



debate on backdating war pensions.  
Lords 2.30pm:  
Debate on Good Friday Agreement; debate on shortages of armed forces manpower; Sea Fisheries (Shellfish) (Amendment) Bill, third reading. National Assembly for Wales (Representation of the People) Order.

### Brandy butter

FOLLOWING DISCUSSIONS with the European Commission and other EU states, British producers will be allowed to continue making British brandy butter in the traditional way, the Agriculture minister, Jeff Rooker, announced.

### GM research

THE GOVERNMENT is spending 2500,000 a year on research into the risks and potential impact of genetically modified organisms on the environment, junior Environment minister Alan Meale, disclosed.

### QUESTIONS AND ANSWERS

#### Public concern

THE PRIME Minister has received 100,000 letters from the public during the last six months, of which 50 related specifically to GM crops, his office said.

#### Legal Aid plea

MINISTERS WERE urged by Simon Burns, Conservative MP for Chelmsford West, to reform the Legal Aid system to prevent foreign nationals qualifying.

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Cheltenham & Gloucester plc, Barrett Way Gloucester GL4 1RL. Early Redemption Charge: If you repay the loan in full or in part, or ask to switch to another C&G mortgage within the first five years, you will have to pay an early redemption charge. The charge will be a percentage of the amount repaid as follows: Year 1-4% Year 2-4% Year 3-4% Year 4-5% Year 5-14%. Typical example - Assumes a fixed rate of 5.69% for the full term of the mortgage as reflected in the good amount payable and APR, an interest only loan of £50,000 secured over 25 years and a property value of £70,000. 300 monthly payments of £231.88 net of tax. The net monthly payment assumes tax relief at the rate of 15% on the first £26,000 of the mortgage. The original £50,000 must be repaid at the end of the mortgage term. Total amount payable £121,243 including our reservation charge of £29 and closing redemption administration charge of £35. APR 5.69% (variable). The reservation charge is non-refundable and you must pay it at the time you apply for your mortgage in reserve the funds. This fixed-rate mortgage can be arranged on an interest only or repayment basis and requires a minimum personal deposit of 10%. Few smaller deposits of between 5% and 15% at rate of 5.99% APR is available. At the end of the fixed-rate period the interest rate charged will be our standard variable mortgage rate. The equivalent monthly payment at our standard variable rate, currently 5.99%, would be £237.77. Where an existing mortgage is being replaced by one from C&G, C&G will carry out, free of charge, the legal work usually required for a typical mortgage. The whole process should take no longer than eight weeks. The "five years" after which the legal costs involved in a typical mortgage transaction, it will not cover any non-standard units, for example, the premium where a defective title or involuntary policy is required. 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# New law threatens all mink farms

FUR FARMING will be outlawed in Britain in three years' time if Parliament passes a private member's Bill unveiled yesterday by the Labour MP Maria Eagle.

The Bill, which has all-party support and the backing of the Government, as well as that of the RSPCA and other animal welfare bodies, would mean the end for Britain's 13 remaining mink farms.

The conditions in which mink are kept and slaughtered - highlighted last year by releases of mink by animal liberation activists - are now widely considered unacceptable. Mink are not domesticated, but are forced to live in small cages. Many show symptoms of extreme stress before being gassed and skinned.

The six-clause Bill proposes that it be a criminal offence to keep any animals for slaughter or for breeding, where the sole or primary purpose is to obtain the value of their fur, punishable by a fine of up to £20,000. The remaining mink farmers are likely to be offered com-

BY MICHAEL MCCARTHY  
Environment Correspondent

pensation. Between 100,000 and 150,000 young mink, or "kits", are slaughtered on farms each year for their pelts.

Ms Eagle's Bill is likely to be successful, unless it is deliberately sabotaged. Even then, the Government might provide parliamentary time, as it is committed to abolishing fur farming. "The Government has made clear its intentions to end fur farming as soon as practicable," said the farm animal welfare minister, Elliot Morley. The Bill is published tomorrow and its second reading is set for 5 March.

Although compensation for fur farmers was not legally necessary, Ms Eagle said, it should be provided where they would lose their livelihood.

Ms Eagle, MP for Liverpool Garston, said only 10 MPs had fur farms in their constituencies and she had talked to most of them, with a "positive response". She had impressive all-party support yesterday, and was



A caged mink. Animal liberation activists say mink in captivity exhibit signs of 'severe stress'

Respect for Animals

flanked at her presentation by Jackie Ballard, Liberal Democrat MP for Taunton, and Tim Loughton, Conservative MP for Worthing East. Mr Loughton said: "The fur farming industry or what is left of it is not exactly something we want to be proud to be British about. It really has no place in this country in 1999."

Mark Glover, campaigns director of the pressure group Respect for Animals, said he had seen highly stressed behaviour among mink, including self-mutilation and cannibalism, on "every fur farm I've had the misfortune to look at". The RSPCA's acting chief veterinary officer, Chris Lawrence, said: "It is impossible to

recreate a mink's natural free-roaming environment in fur farms."

The Bill was also endorsed by Alan Clark, the former Tory minister and animal welfare activist. He said: "This is a breakthrough, but I would like to think it can be but a stage in a move towards a lot of other legislation ... there are many other

fields where animals are exploited and have pain inflicted on them for profit."

Meanwhile, four Spanish and Italian models yesterday stripped to make an anti-fur protest beneath the statue of Eros in Piccadilly Circus, London. The stunt, organised by Peta - People for the Ethical Treatment of Animals - was intended to com-

municate an anti-fur message to a European audience during London Fashion Week.

Organisers had installed a giant bed beneath the statue. The models quickly stripped off to nothing but their briefs, despite a temperature of 6C (48F). They then joined hands to bounce up and down on the bed, chanting: "Fur out, love in".

# Drunk patients disturb hospital

BY KATE WATSON-SMYTH

HOSPITAL PATIENTS are to be forced to sign written pledges of good behaviour or face being thrown out. Staff at some inner-city hospitals are becoming increasingly concerned about patients who drink on the wards or even slip out to the pub and come back drunk.

There is particular concern at the Royal Liverpool Hospital where patients have left the premises to buy drugs or commit other crimes. The hospital is now drawing up a series of contracts, telling patients that they must adhere to the rules. The Bart's and London Hospital is also in the process of drawing up contracts to protect staff from abusive patients and their relatives.

Tony Lee, head of operations at the Royal Liverpool, said: "Patients can be troublesome, abusive, use foul language and not co-operate with their treatments. There is a big problem with them just leaving the hospital without telling staff and for all we know they might be lying in a ditch somewhere."

Mr Lee said the problems centred on a minority of patients who would be asked to sign the contracts on the recommendation of medical staff.

"If they do not comply with their medical treatment then one option could be to discharge them. We are aware of the medical implications of that but we also have a duty of care towards other patients and our staff," said Mr Lee.

A spokeswoman for the Bart's and London said there had been problems with patients and relatives being abusive to staff. "The contracts will explain the behaviour we expect from them and in return the level of care they can expect from us. If we receive a complaint about a patient we will go and see them with the contract and ask them to sign it. Of course if it is a question of the patient's mental health then it's a different issue."

# At last a reason to jog - it makes your brain bigger

A REGULAR jog around the block might increase a person's intellectual performance, according to a study showing that brain cells proliferate after bouts of running.

Research revealed that caged mice that had access to running wheels had better developed hippocampi, the region of the brain known to be in-

BY STEVE CONNOR  
Science Editor

involved in learning and memory. Scientists who carried out the research at the Salk Institute for Biological Studies in La Jolla, California, cannot explain the findings but suggest they might also apply to humans.

"If you want to answer that,

you're going to have to do some experiments in humans... More people in my lab have started running since we found this result," said Fred Gage, the leader of the research team.

Brain tissue is renowned for being unable to regenerate itself if damaged but recent studies in mice and monkeys have shown that cells within the hip-

pocampus have the ability to proliferate in the adult animal.

Dr Gage has shown previously that the brain cells of mice living in cages with lots of toys are more likely to survive for longer than in animals with less enriched environments.

His latest research showed that mice who ran on a wheel regularly experienced more

brain cell proliferation than mice that did not. "The difference was striking and because we now know that human brains also make new cells, it just might be that running or other vigorous exercise stimulates brain cell production in people as well," Dr Gage said.

The next stage is to assess whether the mice are smarter

as a result. "It seems reasonable to think they might be - the new cell growth takes place in the hippocampus... And the enriched-environment mice in previous studies performed better on learning tests."

The findings, reported in the journal *Nature Neurogenesis*, could have serious implications for people at risk of de-

veloping brain disorders such as Alzheimer's, which is considered to result from the permanent loss of brain cells.

But it is not just any exercise that produced the effect. When mice were forced to swim, the effect on brain cell proliferation was not detected, indicating the voluntary nature of the phenomenon.



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# Taxpayer to fund tattoo removal

UNEMPLOYED PEOPLE will have tattoos removed at the taxpayer's expense as part of the New Deal back-to-work initiative. An 18-month pilot project has been set up in Coventry by the city careers service, council, employment service and chamber of commerce.

Under the scheme, which has received £2m from the Government, job seekers over 25 will be given money to have tattoos removed if it is deemed necessary, according to the project manager, Louise Proctor. "We are trying to tackle the barriers that they may face and take an individual approach. In some instances people have had a tattoo in the past and regret it now. Employers in some instances may turn them down because of a tattoo."

Dawn Downham had such an experience. Ms Downham, from Battersea, south London, has tattoos on the side of her neck, down her arms, the back of her hands and down her legs.

Before she had visible tattoos she had worked in two London department stores. But when she went for a sales job in a skateboard shop last week she was told for the first time her tattoos were a problem.

"I had never experienced prejudice before," she said. "I have lots of retail experience. The manager told me he wanted me for the job but he would have to discuss my appearance with his retail manager. By the time I got home I was fur-

BY CATRY COMERFORD



Paula Yates displaying her skin adornment

ous. If it had been about the colour of my skin, there would be laws to protect me."

Martin Skinner, a social psychologist and lecturer in psychology at Warwick University, said: "It is very in-your-face, which may be how they felt at the time. But not all tattoos are aggressive. People may be put off them because of the associations they make. Even an ornate butterfly might suggest something about self-inflicted pain, which is an unpleasant association. People might find it uncomfortable to see."

Tattoo artists are the first to acknowledge that many people - the quoted figure is 75 per cent - eventually regret having a tattoo. Martin Clark, of New

Wave Tattoo Studio, in Muswell Hill, north London, said: "If a pretty young girl comes in here and says she wants a tattoo on her face, we would say no. You have got to live with people looking at you all the time. Some people with total face tattoos have ended up mentally ill. You are treated like a freak."

Nevertheless, an influx of art-college students into tattooing has helped to turn the practice into an art form endorsed by models and other celebrities. Liam Gallagher and Patsy Kensit had "his" and "hers" done when they married, while Melanie Chisholm, aka Sporty Spice, restarted the craze among schoolchildren for stick-on transfers copying the Celtic-design tattoo on her arm.

Sally Feltz, editor of the magazine *Skin Deep*, said: "Over the last 10 to 20 years some very creative people have come into the tattoo world. Better equipment and inks... have brought more colours and there are now custom designs. Years ago you went into a shop and said, 'I'll have number 25'."

The Celtic patterns that were *de rigueur* three or four years ago have now been replaced as the most popular motif by plain black tribal designs derived from Maori facial markings.

The pop star Robbie Williams opted for this when he spent three hours this month having his life story tattooed down his arm.



Tattoo devotee Big John of Edinburgh. The Government is paying for job seekers to have tattoos removed

## Test will aid fight against brain bug

BY JEREMY LAURANCE  
Health Editor

A NEW test for meningitis, which can identify the strain of the fatal disease within minutes instead of days, could help the battle against it, scientists said yesterday.

By learning immediately what strain of meningitis a victim is suffering from, doctors will be able to tell whether it is linked with other cases in the neighbourhood and whether vaccination or other measures are necessary.

At present, suspected victims of meningitis and their immediate contacts are given antibiotics as soon as possible to stop the disease in its tracks. However, this has made it difficult to identify the organism responsible before it is killed by the drugs.

The new test, developed by scientists at Cardiff University and the University of Wales College of Medicine, can be conducted on a blood sample taken at the same time as the antibiotics are given.

Trials of the test conducted at five hospitals in Britain over the past year have proved it is superior to traditional culture techniques and is cheaper than DNA testing. Because the diagnosis can be made from a blood sample, it avoids the need for a painful and sometimes dangerous lumbar puncture (extracting spinal fluid through a needle pushed into the spine) which can be done only in hospital.

The National Meningitis Trust has dismissed its five paid regional fund-raisers and intends to use volunteers. The trust, which expects to raise £2.5m this year, said the move was based on a "business case" but it was criticised by Dr Meirion Evans, public health consultant in South Wales, for its "poor timing". Meningitis cases are running at their highest level for 50 years and South Wales has had 20 cases and five deaths this winter.

### FAMOUSLY ILLUSTRATED PEOPLE

Johnny Depp had "Winona Forever" on his arm for girlfriend actress Winona Ryder. They split up.

Kate Moss, the next love in Depp's life, has a swallow on her shoulder.

Brigitte Nielsen has a tribute to boyfriend Mark Gastineau on her bottom.

Pamela Anderson had "Tommy" on her wedding ring finger for her husband. She had it changed to "Pammy" after they split.



She also came with extra replaceable ones.

Madonna this year sported henna tattoos on her hands.

Melanie Blatt of All Saints has a black tribal dragon down her side.

Sporty Spice, Melanie Chisholm, of the Spice Girls has a Celtic design on her arm and stomach.

Barbie (the doll), in her new Nineties version has a stomach tattoo, a la Sporty.

Shaznay also in All Saints has a tribal sun on the back of her shoulder.

Ulrika Jonsson has three crowns on one ankle and a Tasmanian Devil on her bottom.

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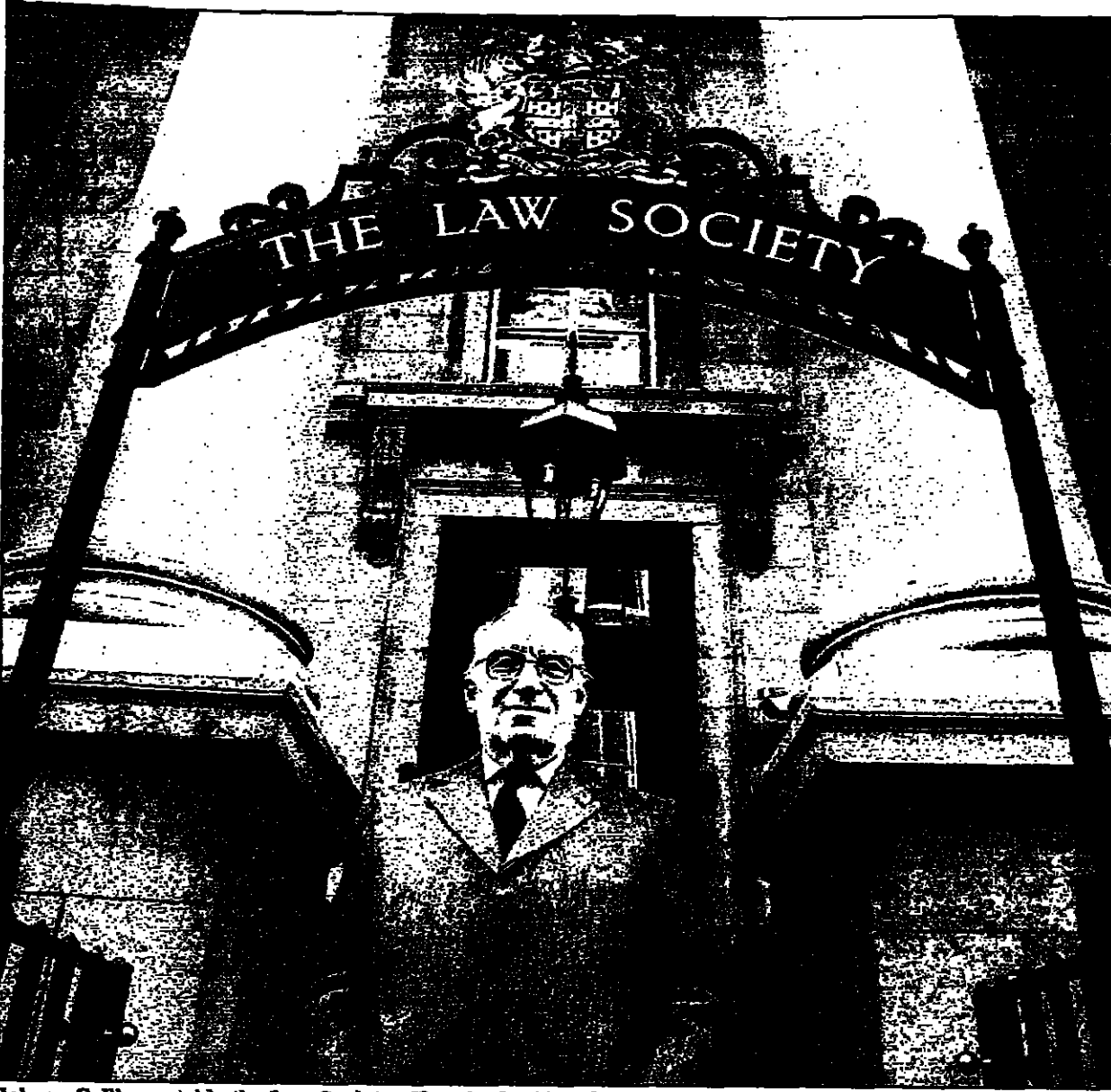
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MANCHESTER



Legal profession: Regulatory body comes under fire for its handling of complaints about malpractice

# Complaints swamp the Law Society



Johnny Collins outside the Law Society offices in the City of London: 'They've destroyed my life' Mark Chilvers

AN INDEPENDENT agency may be established to police the legal profession in response to increasing criticism about the way the Law Society is handling self-regulation.

Martin Mears, a former president of the Law Society and a prominent critic of its self-policing, said yesterday: "There has been so much criticism of the Office for the Supervision of Solicitors (OSS) over the past 12 months and it all just bounces off them."

The OSS - the society's regulatory wing - investigates lawyers accused of malpractice. But it is having problems in coping with the 40,000-plus complaints lodged every year. Leaked documents reveal that last year, the OSS had a 5,000-file backlog and that the average completion time for a case was 27 weeks. Its quarterly results revealed it had failed to meet most of its targets.

The society says delays were caused by the flooding last year of the OSS's Leamington Spa headquarters. Nearly 2,000 files had to be dried out, it said.

The crux for the OSS will come in June when the legal services ombudsman, Ann

BY PAUL LASHMAR AND JAMES OLIVER

Abraham, makes her annual report. Last year's report said the OSS needed to improve "significantly". In a letter last week to Chris Smith MP who is acting for a constituent, Ms Abraham said it would be "premature" to comment so far in advance of publication. But she said it would "be more than probable that I will have to report that the OSS has failed to make the necessary progress".

The National Consumer Council's head of legal policy, Marlene Winfield, has already called for a review of the Law Society's policing powers and the establishment of an independent agency. "The roles of trade union and regulator are incompatible and Law Society rules are neither tough nor specific enough," she said.

The Scottish Consumer Council is seeking an independent body to take over policing and regulation from the Law Society of Scotland.

The Government has become frustrated with the Law Society's performance. In the Immigration and Asylum Bill,



O'Brien: Home Office has warned lawyers' group

to take tough action. "I don't want to use the phrase 'supping at last-chance saloon' because it's hackneyed. But the Home Office have essentially done a deal with the Law Society. We have actually said, 'All right, we will take powers in the Bill but if you don't do it, we will do it.' The Law Society have given us a commitment. I think if they put the resources into it and have the commitment, they are able to deliver."

In an attempt to still criticism, the OSS last week closed two solicitors' firms accused of milking legal aid funds in asylum cases. The Law Society is also to launch an accreditation scheme for solicitors conducting asylum cases.

which was debated in the House of Commons on Monday, there are new powers for the Home Office to regulate solicitors. The move follows extensive complaints about the Law Society failing to crack down on solicitors running legal aid immigration rackets.

Michael O'Brien, the Home Office Immigration minister and a solicitor, said that after tense negotiations last year, the Home Office had extracted a promise from the Law Soci-

## Solicitors sued over client's lost £500,000

JOHNNY COLLINS, a pensioner, begins what promises to be a landmark case today when his lawyers issue a writ against the Law Society. His legally aided claim against the Law Society's complaints department, the Office for the Supervision of Solicitors (OSS), is for £100,000 in damages for taking the wrong decision in his case 10 years ago.

According to 68-year-old Mr Collins, of north London: "They have destroyed my life by the way they've carried on, the Law Society and a dishonest solicitor."

Mr Collins' complaint has its origins in the late Eighties when he became involved in a golf-course development in Spain and used a solicitor, John Brebner, now living in Spain. Mr Collins gave Mr Brebner £500,000 to pass on to one of Mr Collins' other two main partners. The money disappeared - and Mr Brebner refused to say where it had gone.

Mr Collins wrote to the Law Society and its complaints department, saying that Mr Brebner had refused to disclose where the money had gone, and that the solicitor had been working not just for him but for another partner in the deal, resulting in a conflict of interest.

Mr Collins' current solicitor, Des Collins (no relation), says of Mr Brebner's refusal to account for the money: "It was a blatant breach of all rules of professional conduct."

But in 1989, when Johnny Collins contacted the Law

Society, it did not see things that way. In April 1991, the complaints bureau concluded: "Mr Brebner is not under any professional obligation to provide the information demanded."

After years of pressure from Mr Collins, in 1996 the OSS asked W O Boyes, secretary of the North East London Law Society, to take another look. Mr Boyes concluded: "I agree that it has not been satisfactory." He found "clearly a suspicion of dishonesty", and said that if the complaints bureau had asked to see the file of the case "at an early stage, examination of the file might have been able to establish the relevant facts".

Separately, Johnny Collins sued Mr Brebner in the High Court. In 1998 he won. The judge ruled that Mr Brebner's actions constituted a fraud and awarded Mr Collins £130,000 damages. Mr Brebner is appealing. The OSS commissioned an independent report on the handling of the case and, in 1996, admitted that Mr Collins' criticism "is borne out by the facts". However, the Law Society has refused to offer Mr Collins compensation. In an almost unique case he is to sue the Law Society.

"I think it is unbelievable that after 10 years the Law Society have refused to offer any compensation whatsoever, despite admitting they got it wrong," Des Collins said yesterday.

PAUL LASHMAR AND JAMES OLIVER

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# Europe's carnivores vanishing fast

BY MICHAEL MCCARTHY  
Environment Correspondent

HUMAN PREJUDICES will determine whether Europe's large carnivores, its bears, lynxes and wolves, continue to survive through the coming century, the World Wide Fund for Nature said yesterday.

People's views of the continent's top predators, which are often negative because of myths, children's stories and exaggerated fears, will pose the greatest threat to their survival as they come increasingly into contact with human populations, the fund said. The charity was launching a new campaign to save five top carnivores, which were once widespread in Europe but are now increasingly threatened.

One, the Iberian lynx, is the world's most endangered cat species with fewer than 800 left. Its relative the Eurasian lynx is down to 7,000 while the wolverine, a large relative of the weasel, is down to 500 in Europe with another 1,500 in Russia. The brown bear and the grey wolf are the other two species on the WWF's list.

"Large carnivores elicit strong emotions and their management is more socio-political than biological," said a WWF consultant, Dr Alistair Bath. "The key element to their recovery is whether people are willing to share space with them."

The fund points out that while the plight of Asia's tigers is well known, the threats facing Europe's equivalent animals have received much less

publicity. Habitat destruction and the loss of prey species have contributed to their decline and today many occupy fragmented landscapes, dominated by humans.

The Iberian lynx, for exam-

ple, is confined to about ten isolated pockets of Spain and Portugal. "If current trends continue, the Iberian lynx will probably disappear in the first half of the 21st century," said a lynx expert, Pablo Ferreras, of

Spain's Estacion Biologica de Donana. "This would be a huge embarrassment for Europe, since it would represent the world's first well-documented extinction of a wild felid [cat] species."

The campaign aims to challenge ancient prejudices and help to fund projects that support the peaceful coexistence of people and predators.

It believes public support is urgent as wolves, for example,

once exterminated throughout much of western Europe, are beginning to return to old haunts in France, Switzerland and Germany.

In other areas there is continuing human-animal conflict

involving the brown bear, the lynx and the wolverine.

"We are at a crucial time in history," said William Prater, the project's co-ordinator. "We have the opportunity to exploit nature or we can coexist with

it and leave our children the opportunity to see large carnivores in the wild."

The campaign will also highlight the still-fragile recovery of Britain's two biggest carnivores, the otter and the polecat.

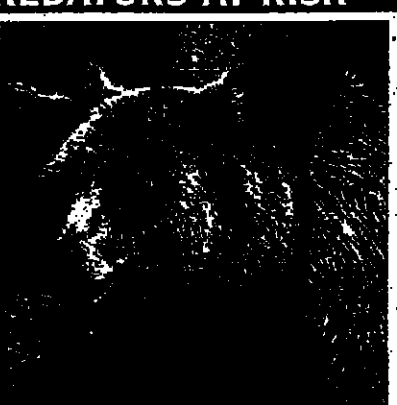
## THE PREDATORS AT RISK



Eurasian lynx (*Lynx lynx*)



Iberian lynx (*Lynx pardinus*)



Brown bear (*Ursus arctos*)

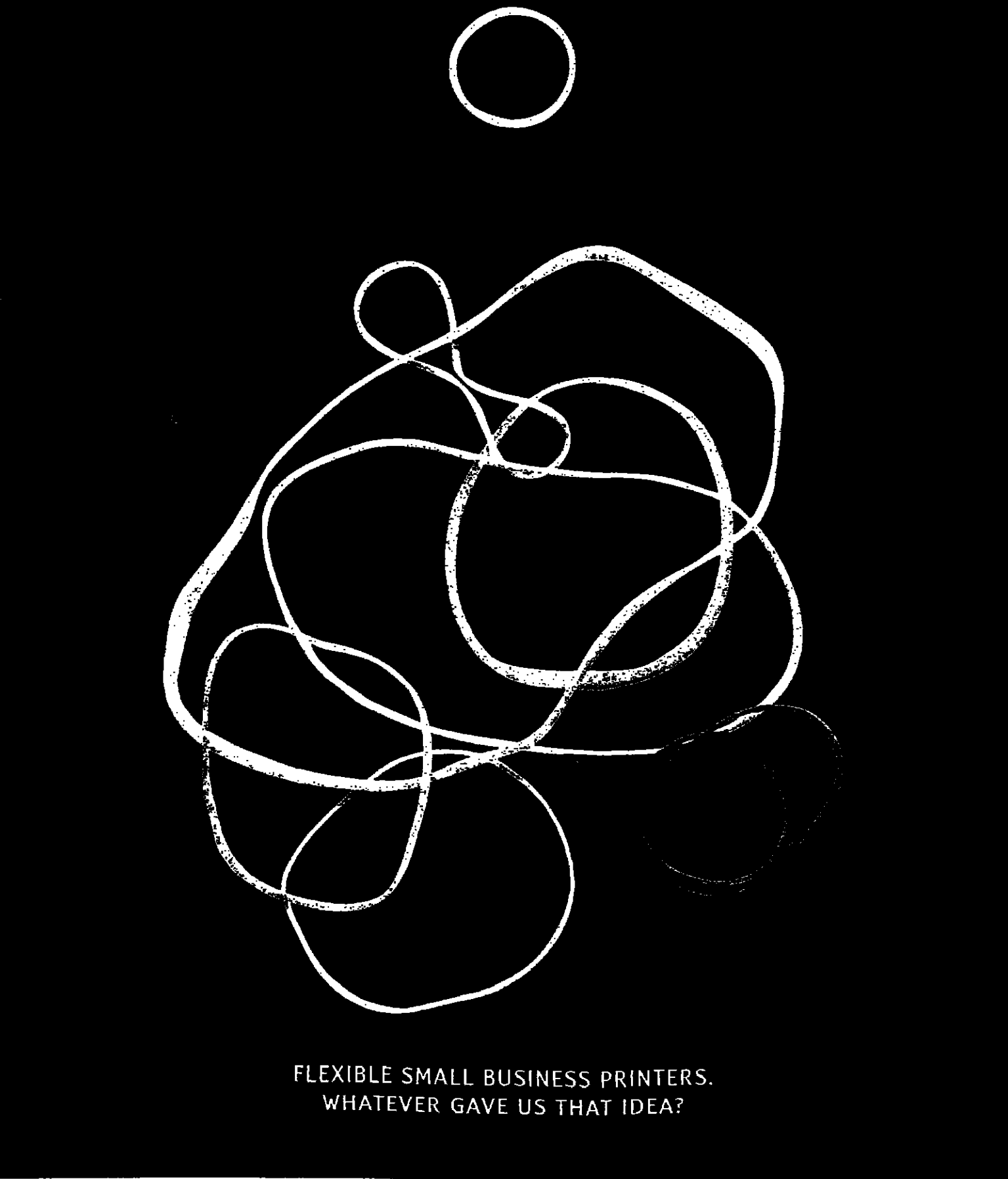


Grey wolf (*Canis lupus*)



Wolverine (*Gulo gulo*)

<b>Habits</b>	Europe's biggest wild cat, more than three feet long. Feeds on roe deer, chamois and reindeer and also birds and hares. Mainly a forest animal. Has no natural enemies and can live for up to 17 years.	Smaller (half the size), of the Eurasian lynx, found only in Spain and Portugal. Main prey is rabbits but it will also feed on small deer, rodents and birds. Habitat is scrub interspersed with open areas.	Europe's largest predator, but not generally a good hunter. Feeds on young moose or livestock but also nuts, fruit or insects. Adult males weigh up to 600lb. Hibernates for between three and seven months.	Wolves are social animals, living in packs with strong bonds in marked territories. Opportunistic feeders but often take deer. They prey on livestock less than is supposed by farmers.	The largest member of the stoat and weasel family, it looks like a small bear and lives in the forests of the far north. Preys on hares, rodents and deer. Very large home ranges: up to 1,500 square km.
<b>Range</b>	Once distributed across continent, survives in scattered populations in France, Italy, Germany, with a continuous population across Nordic countries and into Russia. Thought to be 7,000 left.	The most threatened cat species in the world. It is thought to be down to fewer than 800 animals in the wild. It is now found only in small isolated pockets of the Spanish and Portuguese countryside.	The most widespread bear in the world, living also in Asia and North America. About 14,000 in Europe, mainly in the Carpathian mountains and in Scandinavia. Another 36,000 in Russia.	Once spread around the northern hemisphere, exterminated from much of central and northern Europe in 19th century but starting to recover. Found in Iberia, Italy; bigger numbers in the Balkans, Romania and Poland.	Now very scarce in Europe, confined to central and northern Norway, Sweden, Finland and northern Russia, with just 2,000 animals estimated to be left in the wild. Once ranged much farther south, as far as Poland.
<b>Threats</b>	Habitat loss; hunting; traffic accidents.	Habitat loss, hunting and road deaths, and decline of rabbits.	Forest clearance; hunting; poaching for bear parts for Asian medicine.	Hunting by farmers; poaching; habitat fragmentation.	Legal hunting and poaching; human encroachment on habitat.




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## Suicide toll higher than road deaths

BY JEREMY LAURANCE  
Health Editor

SUICIDE HAS overtaken road accidents as the main cause of death among young men in some parts of Britain and is now one of the country's biggest public health problems, a former government chief medical officer said yesterday.

Sir Donald Acheson, who chaired a government inquiry into the health gap between rich and poor published last year, said badly educated young men hit by unemployment were at greatest risk. Those in social class V were four times more likely to take their own lives than those in social class I.

"If you look at public health problems as a whole, suicide in young men, and in particular in young unskilled men, is one of the most important public health problems of our time. It is the tip of a huge iceberg of misery in our society."

Sir Donald was speaking at the launch of a campaign to cut the suicide rate by encouraging young people, especially young men, to seek help with their misery. Posters will be distributed across the country by the Doctor Patient Partnership, which is organising the campaign with the Samaritans and the Men's Health Forum.

The campaign was launched the day after a 15-year-old boy at Eton School, Nicholas Taylor, was found hanged in his room. A post-mortem examination was done yesterday.

Suicide rates among young men aged 15 to 24 rose 80 per cent between 1980 and 1992. Although they have since declined slightly, in 1996 suicide was still 55 per cent above its level in 1983, claiming 1,000 lives a year in this age group. Three-quarters of all suicide cases are men. Among those aged 15 to 24 who kill themselves, four-fifths are men.

Simon Armon, chief executive of the Samaritans, said: "It is anyone's guess why people kill themselves. There are probably as many reasons as suicides themselves but we need to understand the causes better."

The traditional male attitude to despair - to maintain a stiff upper lip at all times - contributed to the tragedy of suicide. "That stiff upper lip is continuing to prevail. It has softened a little bit but we have a long way to go before young men in particular feel comfortable about talking about their problems."

Mr Armon said the pressure to succeed in the modern world, competing against great odds, imposed a heavy price. Changing gender roles and the increase in women taking men's jobs also caused confusion for some men, adding to their burdens. "Our view is that we have to reach out to

people to tell them how vitally important it is to talk about and share feelings and put them in context," Mr Armon said.

More than four million calls a year are made to the Samaritans but the fastest growing demand for help is via e-mail, the contact method favoured by the young. The organisation received 7,500 e-mailed appeals for help in 1997, doubling to 15,000 in 1998. This year the total is expected to reach 23,000.

"The messages that come via e-mail are much sarker. Directness is part of the method," Mr Armon said.

A poll conducted for the campaign found most men said they would seek help from their GP, rather than from family, friends or helpline if they were thinking of suicide. Only their partner ranked higher as a source of advice and support.

Ian Banks, chairman of the Men's Health Forum, said that studies showed many men who committed suicide had seen their GPs in the weeks immediately before but their troubles had gone undetected.

"Men are not very good at expressing emotion. Part of the reason is the macho mentality. They are brain-washed into having a stiff upper lip and it affects the medical profession too."

"We can do something about it ... and help tackle this epidemic of human misery."

## Burglars strike at minister's home

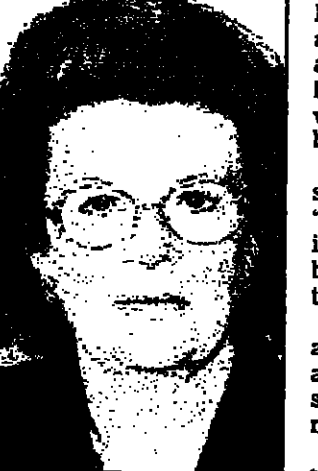
BY STEPHEN GOODWIN  
Scotland Correspondent

BURGLARS HAVE struck at the home of Helen Liddell, the Deputy Secretary of State for Scotland. A handbag containing two mobile phones and confidential contact books is believed to have been stolen.

Mrs Liddell is understood to have been at her Renfrewshire village home reading when her bag was snatched from another room on Sunday. The 48-year-old minister contacted the police moments after the burglars left the house.

Although Mrs Liddell's own department is not security sensitive, her contact books are assumed to have contained the private telephone numbers of cabinet ministers and senior government officials.

Strathclyde Police would not confirm Mrs Liddell's home had been burgled. "We can confirm we are investigating a theft from the home of an MP," said a spokesman. "It would be



Helen Liddell: Reading when the burglars struck

Party was more forthcoming, acknowledging there had been a break-in at the minister's home and that mobile phones with pre-programmed numbers had been stolen.

"There was no breach of security," a spokeswoman said. "There was no way of accessing any numbers because the batteries were run down and the Sim card was cancelled."

Mrs Liddell, MP for Airdrie and Shotts, has a reputation as a political streetfighter and someone with a temper to make burglars tremble.

Mr Blair gave her the job of taking on the Scottish Nationalists in the run-up to Home Rule elections and created for her the title of Deputy Secretary of State for Scotland.

She will not be standing for the new parliament and is expected to take over the reins at Westminster when Donald Dewar, the Secretary of State, becomes either First Minister of Scotland or leader of the Labour group at Holyrood.

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# Triumph off the agenda for Kosovo

IT WAS MEANT to end very differently: with Robin Cook and Hubert Vedrine trailing clouds of glory, the co-hosts of a conference that provided the final piece to the jigsaw of Balkan peace - a peace agreement between Serbs and Kosovo's Albanians, sealed in a former royal palace in the gentle wooded hills of central France.

There may yet be a deal. But triumph was not on the agenda at Rambouillet yesterday, only weariness and relief that the show had been kept on the road after 17 days of discussions at which the two antagonists did not once negotiate with each other directly.

The outcome is a partial agreement, one that has been accepted by the Albanians, subject to a fortnight of consultations back home, but is still not embraced by the Serbs.

Indeed, Belgrade's refusal to countenance Nato peacekeepers, and its reluctance to commit itself to a political deal that does not categorically rule out Kosovo's independence, suggest that the pendulum of likelihood has swung fractionally back in the direction of Western air strikes on Serbia - if not at

once, then in three or four weeks' time.

In the meantime every doubt that Rambouillet was intended to dispel remains. Can Europe settle quarrels in its own backyard? Not yet. When the crunch came it was the Americans, in the person of Madeleine Albright, the Secretary of State, who turned on the heat, just as Richard Holbrooke did over Bosnia at Dayton, Ohio, in 1995. The Europeans just retreated, politely, to the sidelines.

The shadow of Kosovo still threatens Nato's 50th anniversary celebrations in Washington this spring. How can the alliance blithely confer upon itself a new mission, when it cannot even resolve a small-scale conflict in an obscure corner of the Balkans?

And, most important of all, even as Mr Vedrine, the French Foreign Minister, announced the convocation of a "peace implementation conference" on 15 March, the fighting on the ground continued unabated, despite yesterday's Contact Group demand for a ceasefire. Rambouillet was supposed

to have been a diplomatic sword slashing through the Gordian knot of Kosovo. Agree or be bombed was the stark choice facing the Serbs. Instead, they have not agreed but for the time being will not be bombed either. Depending on one's point of view, the knot is either half cut or half tied, with no way of telling whether it will unravel entirely.

Indisputably Rambouillet is a step forward. For all their cavilling, the Serbs have yielded the principle of broad autonomy for Kosovo. They say that they are prepared to consider an unspecified "international presence" in the province to keep the peace. For their part, the ethnic Albanians, who constitute a 90 per cent majority in the province, have dropped their demand for instant and complete independence.

But old arguments persist. Belgrade rejects future independence for Kosovo, even its elevation, alongside Serbia and Montenegro, to republic status within Yugoslavia, and continues to oppose Nato-led peacekeepers. The Albanians are unhappy about the proposed disarming of the Kosovo Lib-



KLA fighters advance on the village of Bukos in Kosovo yesterday after one Serb villager was killed and another wounded. Visar Kryeziu

eration Army, and barely persuaded that the wording of the final statement keeps open the option of the independence that both their military and political leaders demand.

Part of the problem was a miscalculation. Washington forgot that Kosovo was a zero-sum game, just as Northern Ireland was (and to some extent still is)

where a gain for one side is invariably counted by the other as a setback.

The Americans thought they had it taped: produce a political deal the Serbs could sign - and then present them with the choice of accepting Nato peacekeepers, or be bombed.

Kosovo's Albanians, it was assumed, once guaranteed the

protection of Nato, would go along with anything. But they would not. In the end it took three days of wheedling, urging and insisting by the Secretary of State in person to win even conditional agreement.

The American frustration was evident. "I cannot believe that we have come so far, and yet still cannot convince these

people to see sense," one diplomat complained.

But logic counts for little in Kosovo. Perhaps Slobodan Milosevic in fact wants to be bombed, enabling the Yugoslav President to explain to his countrymen that the impending loss of Kosovo is due to wicked foreigners and the overwhelming strength of Nato.

And for all the sabre-rattling, do the allies, apart from the US, want to bomb him? And if they did, would not that make it impossible to introduce foreign ground troops into Kosovo - by general consent the only way to ensure a lasting end to the fighting? Amid such paradoxes, sense can be a rare commodity.

## The talk is of peace, but war does not stop

AS WE lay face down in the snow, with bullets whizzing over our heads and mortar shells crashing into a drift, the prospect of a peace deal for Kosovo seemed far away.

Another skirmish had broken out in Bukos, a village north of Pristina, where the Yugoslav army and police patrol yards from positions held by the Kosovo Liberation Army.

The fighting illustrates the extreme tension in the region as the Rambouillet talks drag on. Earlier, a call had come from a photographer, saying he was under fire in Bukos - he was later lightly wounded by shrapnel. We went to investigate - and so did at least 25 other journalists, taking an OSCE monitor seeking details about the killing of a Serb villager.

We were escorted to the Milosevic family home. Two patches of scarlet snow marked the spot where Mirko Milosevic, 33, had been killed, and his

brother Miljan, 27, wounded. Police and relatives said Miljan and another Serb were seized on Monday by the KLA and brought, bound, to the Milosevic house at nightfall. The rebels ordered the family outside and opened fire. Miljan was later said to have died of his wounds.

Inside the modest farmhouse, Dragica Milosevic wept over the body of her eldest son, covered with a white sheet, his head wrapped in a pink and blue patterned towel, his eyes shut, a single candle burning.

In her garden, Serbian police took cover behind sheds and woodpiles, guns trained on the rebel positions. "There was no fighting here until now," the dead man's father said. "We lived in fear of the KLA... but we had no problems with the Albanians living here." He was

bitter about the media and the OSCE monitors investigating the killing. Then the Serbs moved their tank to haul another vehicle out of a ditch. The KLA, suspicious and nervous after earlier attacks, lobbed over a mortar shell. As it crashed in, we hurried ourselves off the muddy track and into the snow. Bullets flew past, uncomfortably close, and seemingly from two directions.

Louder bangs signalled the outgoing Serb mortar shells, and then the 30mm cannon rang out. The firefight lasted for about 15 minutes, mixed with jeers from the rebel soldiers.

Several hundred villagers fled their homes again - the UN estimates perhaps 4,000 in the area are now homeless.

Ominously, the Serbian Information Centre said a government official had promised to "complete the destruction of the Albanian separatist terrorist gangs".



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# Chinese Disney staff 'exploited'

WALT DISNEY came in from the political cold yesterday as *Mulan* finally went on show around China, ending a ban on the US studio's films that was imposed two years ago, after the pro-Dalai Lama feature *Kundun*.

But as the cartoon flickered on to mainland cinema screens, Disney came under fire from a new direction, with allegations from Hong Kong and British Christian organisations that workers' conditions in some Chinese factories producing Disney merchandise had broken the US company's own code of conduct.

Relations between Disney and Peking were derailed in 1996 after the release of Martin Scorsese's film *Kundun*, which was financed by Disney. Enticed by the potential of the Chinese market - *Titanic* grossed £18m in China last

BY TERESA POOLE  
in Peking

year - Disney has since mounted a lengthy campaign to repair the damage.

China allows only 10 foreign films a year to be shown in cinemas, but earlier this month Disney's persistence was rewarded with the go-ahead for the release of *Mulan*, a cartoon based on an ancient Chinese legend in which a woman disguises herself as a man to fight the invading Huns.

As the company celebrated *Mulan*'s release, however, it faced accusations that workers in some mainland factories producing Disney goods were working excessive hours for meagre wages. Cafod, the overseas development agency of the Catholic church in England and Wales, released research by the Hong Kong Christian

Industrial Committee, which between July 1998 and February 1999 interviewed dozens of migrant workers at factories in southern China that manufactured garments and shoes for Disney. The factories are not owned by Disney.

At the Guo Nian Garment Factory, which produces children's wear for Disney, the 200 workers, mostly women, worked up to 16 hours a day, the report alleged. Employees usually worked seven days a week for monthly wages of about 600 yuan (£45).

They had to pay a month-and-a-half's salary as a "deposit" when they joined the factory, which was not refundable if they left within a year. Such conditions break China's labour laws but are common on the mainland.

At the Sheng Li factory, which produces Mickey Mouse

clothing, the researchers said the mostly female workforce toiled for 13 hours a day, six days a week, for only 500-700 yuan (£38-£53) a month.

At Midway Daily Products, manufacturers of clothes, shoes and dolls for Disney, accommodation was free, but researchers found one room measuring 7ft by 7ft, in which eight women lived.

Disney has a code of conduct that applies to all manufacturers of Disney merchandise. The code is wide-ranging and, according to Cafod, includes a clause that employers should, as a minimum, comply with all wage laws and regulations, including minimum wages, overtime, and piece rates. The code states that, except in extraordinary circumstances, the maximum working hours is 48 hours per week, or the local legal limit if this is lower.



An advert in Shanghai for 'Mulan', with a flashing logo that reads 'US Disney animation, coming soon'

## UK and US boycott Burma drugs summit

BRITAIN AND the United States were criticised for boycotting an international heroin conference in Burma organised by Interpol, the international police agency.

Paul Higdon, director of Interpol's criminal intelligence directorate, said the countries boycotting the conference ought to have used the meeting to launch a dialogue. "A political situation which is viewed by many as a serious problem has held hostage the universally recognised problem of drug abuse," he said yesterday.

Britain and the United States say Burma's military regime has failed seriously to crack down on drugs and has such a poor human rights record that it does not deserve the legitimacy conferred by the conference.

The New York-based Human Rights Watch likened holding the meeting in Rangoon to "holding a convention on weapons of mass destruction in Baghdad".

A recent US government report said Burma accounts for 90 per cent of South-East Asia's opium production and about half the world's total. The Burmese government

BY STEPHEN VINES  
in Hong Kong

says these figures are exaggerated and that, in advance of the Interpol conference, more than 1,000 hectares of poppy fields were destroyed last month alone.

Burma's north-east Shan state forms part of the Golden Triangle poppy-growing area, where the borders of Burma, Laos and Thailand meet.

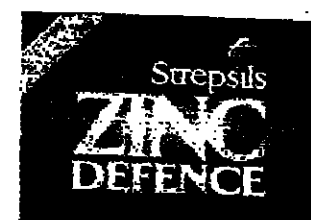
Richard Dickens, head of the UN Drug Control Programme in the Burmese capital, agreed the US was exaggerating the amount of opium produced in Burma. Mr Dickens said the West should do more to fund Burma's efforts against the drug trade. "They won't put their money where their mouth is," he said.

Opening the conference, Tin Hlaing, Burma's Interior Minister, said that, "as two of the largest markets for heroin in the world, the US and Britain bear a special responsibility to work with the rest of the international community in every way possible".

Other countries boycotting the conference include France, Denmark, the Netherlands and Norway.

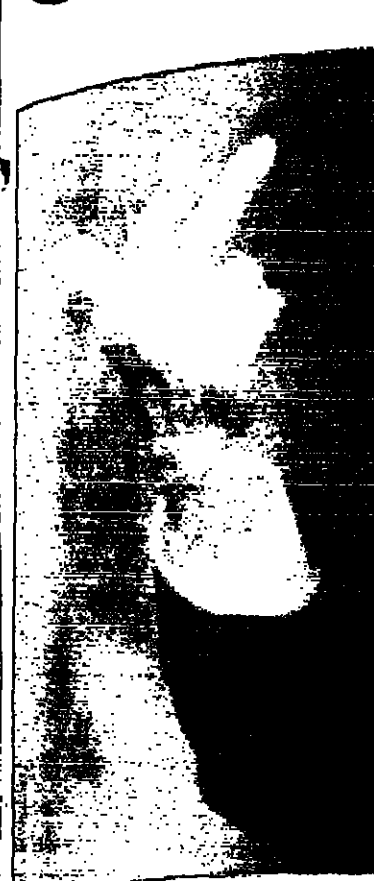


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## Castro



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## Cresson as MEPs s 'crony' cul

EDITH CRESSON, a European Commission member, was criticised yesterday by MEPs for her role in the collapse of the British company, which was accused of being a 'crony' culture.

The MEPs, who are elected by the European Parliament, said that Cresson had been involved in a series of deals that had led to the collapse of the company. They accused her of being a 'crony' and of having a close relationship with the company's management.

Cresson, who is a member of the European Commission, has been accused of being involved in a series of deals that had led to the collapse of the company. She has denied the accusations and has said that she was not involved in the company's management.

The MEPs have called for Cresson to be removed from her position. They have also called for a full investigation into the collapse of the company.

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# Castro 'drug link' unsettles France



President Castro's regime is accused of being involved in smuggling cocaine through Marseilles

A FRENCH investigating judge must decide this week whether to start formal proceedings against the Cuban leader, Fidel Castro, for drug dealing and crimes against humanity. The case - brought by two Cuban exiles and a French photographer in the wake of the Pinochet affair - has already caused considerable embarrassment to the French government. The Justice Ministry has made clear it wants nothing to do with the allegations, because President Castro is regarded as a "friend of France". None the less, substantial prima facie evidence of the involvement of the Cuban regime in cocaine trafficking - including smuggling through the port of Marseilles - has been presented to the examining magistrate in charge of the case. Judge Hervé Stéphan, who is also in charge of the inquiry into the death of Diana, Princess of Wales, must decide before the end of this week whether to launch a formal investigation. It is thought unlikely that Judge Stéphan will pursue the alle-

gations of crimes against humanity, despite new evidence that Illich Ramirez Sanchez (Carlos the Jackal) had connections with the Cuban security services at the time of the triple murder he committed in Paris in 1975. Carlos is serving a life sentence in a French jail for these murders. However, leaks to the French press suggest that Judge Stéphan has been taking the possible drugs charge extremely seriously. He has received a video cassette from the United States containing sworn testimony by the former head of the Cuban air traffic control service, as well as a former district attorney in Florida and a former senior US drugs agent. A former senior official in the Cuban interior ministry, in exile in the US, Antonio Rodriguez Menier, has also written two letters to the judge, in which he alleges that Havana - with the full knowledge of the "maximum leader" - generated funds by

assisting cocaine trafficking into Florida in the late 1970s and early 1980s. Mr Rodriguez Menier also alleges that the Cuban authorities were involved in a cocaine smuggling route through Marseilles in 1979. This allegation, if taken seriously by Judge Stéphan, would give him ample jurisdiction to place President Castro "en examen", the investigative stage of judicial procedure, which is a step short of a formal charge. The public prosecutor has already announced, under government pressure, that he will not be pursuing the allegations against President Castro. But examining magistrates have substantial independent powers to pursue cases once they are entrusted to them. The complaints were brought by a French photographer, Pierre Golenord, the exiled Cuban painter, Lazaro Jordana, and by Ileana de la Guardia, the daughter of General Antonio de la Guardia, who was convicted of drug traf-

ficking by the Cuban authorities in 1989 and executed. The trio were inspired by the "success" of the Spanish investigation of the former Chilean dictator, Augusto Pinochet, and especially by General Pinochet's arrest in London pending possible extradition to Spain. The first two complainants wanted the French authorities to try President Castro for crimes against humanity, both for his repression of dissent inside Cuba and his alleged support of terrorist activities in other countries, including France. Ms de la Guardia brought the separate allegations of drugs trafficking, which seem more likely to succeed. The affair is an embarrassment to the authorities, which have always maintained friendly relations with Cuba. Danielle Mitterrand, wife of the late president, François Mitterrand, is a personal friend of the Cuban leader and remains influential, both with the Gaullist President, Jacques Chirac, and the Socialist Prime Minister, Lionel Jospin.

## and US Cresson at bay cott Burma as MEPs slate gs summit 'crony' culture

EDITH CRESSON'S survival as a European commissioner was in fresh doubt after she was savaged by MEPs and lost the support of 60 fellow Socialists who called for her resignation. She faced accusations over irregularities and cronyism during a hearing in the European parliament that at times degenerated into near-chaos. MEPs attacked Ms Cresson, commissioner for science and research, over her employment of a friend, a former dentist, as a visiting scientific adviser, and her management of an educational exchange programme now the subject of fraud inquiries by the Belgian authorities. Mike Tappin, of the British Labour Group, the largest national entity within the Socialists, told Ms Cresson she had created an "atmosphere of illegality and cronyism". Next month she may face an attempt in parliament to sack her if an independent committee criticises her behaviour. Yesterday's defection of part of the Socialist group came during a hearing of parliament's budget control committee, which interrogated the former French prime minister on the employment of the ex-

dentist, René Berthelot, and the administration of the Leonardo youth project. A French MEP, Jean-Louis Bourlanges, accused Ms Cresson of cronyism; she denied trying to block moves to recoup money from Mr Berthelot for work he never did. He was in place for only a month before having a heart attack but was paid for several more, earning \$50,000. "I formally deny that," Ms Cresson said, adding that she had taken "the necessary precautions and acted as soon as we saw changes were needed" in the Leonardo programme. She faced the embarrassment of having to justify comments last year in which she said problems with the \$400m Leonardo project were limited to irregularities. This month the European Commission's anti-corruption unit, Uclaf, referred four dossiers of allegations to Belgian judicial authorities. Ms Cresson provoked ironic laughter when she said it was often difficult to distinguish between malpractice and fraud. "What is an irregularity and what is a fraud?"

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# Israelis fall foul of Hizbollah trap

**THEY WERE** betrayed again. For at least the second time in as many years, an Israeli raiding party that planned to ambush Hizbollah guerrillas in southern Lebanon was itself ambushed by its enemies yesterday, leaving three Israeli occupation soldiers dead and another four wounded after a four-hour gun battle.

**BY ROBERT FISK**  
in Beirut

the Israelis outside the village of Aansariyeh two years ago, killing 12 before the remnants were rescued by helicopter, so yesterday's trap was carefully arranged by the Hizbollah, which had been tipped off about the Israeli raid. An Israeli major and two lieutenants were

killed as they tried to advance out of their occupation zone 15 miles north of the Israeli border near the village of Meidan; a friend of Benjamin Netanyahu, the Israeli Prime Minister, was among the wounded

According to the Hizbollah - which had openly boasted that it was about to take its revenge against the Israelis for enlarging the occupation zone

last week to include the Lebanese village of Arnoun — the guerrillas fired machine-guns and threw grenades when the unit was 12 feet away.

The Israelis responded in their usual way: with three air raids around the village of Yohmor, an attack by helicopter gunships and a flurry of shells from Israeli artillery positions inside the occupied area. Such

retaliation rarely achieves any effect; there have been over 1,000 air raids on Lebanon in the past 12 months.

Impeccable sources in Beirut say that yet again the Israelis had been double-crossed by one of their own agents, persuaded to ambush a non-existent Hizbollah unit only to be led into a trap. At Aansariyah in 1997 the Hizbollah

had unmasked an Israeli agent in Lebanon and forced him to supply an Israeli commando force with a map that would supposedly lead them to ambush and kill a senior Hizbollah official. Following the map – which had been drawn by the Hizbollah – the Israelis walked into a minefield.

Israel's intelligence "eye" in Lebanon has been virtually

destroyed, its collaborators arrested or killed, even its own proxy South Lebanon Army militia infiltrated by the Hizbollah. Israel's former top intelligence officer in Sidon now languishes in Ashkelon prison, accused of spying for the Lebanese army. When *The Independent* revealed the Israelis had been lured into a trap at Aqiriyeh, an official Israeli in-

quiry insisted its soldiers had been ambushed by chance. But a second inquiry last year confirmed the *Independent* report: that they had been betrayed. Yesterday's ambush - "a very, very bitter blow for us," Mr Netanyahu called it - appears to have followed the same pattern. Yet again, one of Israel's best commando units walked into an ambush.

# Jerusalem draws in the Turks to spy on Arab foes

**FOR MONTHS**, Israeli and Turkish intelligence officers have manned joint listening posts on the Syrian, Iraqi and Iranian borders, sharing information on guerrillas of the Kurdish Workers' Party (PKK) and Syrian and Iraqi military

In Ankara and Jerusalem, Israeli and Turkish officials have also shared their experiences of two similar occupation zones - Israel's in southern Lebanon and Turkey's so-called "security zone" in northern Iraq. Israeli jets now regularly fly along the Turkish-Syrian frontier and - according to Syrian sources - over northern Iraq as well.

northern Iraq as well.

Eastward from Syria lies at the heart of this still-growing al-Qaeda base in Syria pushing the old dead PKK leader Abdullah Ocalan on a first step to Moscow last year—the plans for a journey of exile that has ended in a Turkish prison—it was a sign of just how concerned Damascus had become by Turkey's power and the threats it was uttering. Indeed, the warnings to Syria from the Islamic State, the Turkish President, to end its support for Mr Ocalan were almost identical in wording to those issued by the Benjamin Netanyahu, the Israeli Prime Minister, to Syria when faced by Hizbollah attacks against Israeli occupation troops in southern Lebanon. "We reserve the right to retaliate

**BY ROBERT FISK**  
in Beirut

last October. "All necessary measures will be taken over Syria if the need arises."

But the extent of Turkish-Israeli military co-operation is still largely unknown to the Arab states, and to many in Israel itself. The Turks are interested in purchasing Israel's "Propine" early-warning system and its top secret "Wall" anti-missile technology, which is partly funded by the United States.

The upgrading by Israel of Turkey's Phantom jets is already costing Ankara £382m, a small price for the Turkish military.

price for the Turkish military, which has £250 to spend on hardware over the next 10 years. The deal is expected to give Turkey a jet gets through Turkish airspace to attack Iraq if Israel is targeted by Iraqi missiles as it was in the 1991 Gulf War.

Professor Efraim Inbar, director of the Begin-Sadat Centre for strategic Studies at Bar-Ilan University in Israel, first revealed the extent of Turkish-Israeli co-operation in a remarkable – but largely unpublished – lecture at the Woodrow Wilson Centre in Washington five months ago. He spoke only vaguely of the joint listening posts on the Syrian, Iraqi and Iranian borders but described them as "an important facet of our intelligence gathering."

also, Professor Inbar added, the execution of terrorist

The alliance was a Turkish idea, initiated in 1997 when the Turkish air force commander arrived without warning to see the

Israeli ambassador in Ankara with the words - according to Professor Inbar - "we want to invite the Israeli chief of the air force to come to Turkey to visit". It wasn't all plain sailing. When the Turkish navy paid its first official visit to the Israeli port of Haifa last year, the Israelis had not bothered to send a naval representative to meet it; and Turkish officers were astounded when the Israeli harbourmaster refused to let their ships into port unless they agreed to pay

But Israeli planes are now training in Turkey, using Turkish bombing ranges, just as Turkish pilots are now flying in the skies over Israel. The Americans chair a regular meeting of Turkish and Israeli intelligence officers in Tel Aviv and on at least one occasion last year a Jordanian officer was also present. If Jordan's new King Abdullah was to upgrade this relationship, it would further isolate Syria. Mr Netanyahu's government has long believed - wrongly - that President Assad can be blackmailed into making peace without handing back the occupied Golan Heights. If Syria was sufficiently intimidated,



**Battling terrorism for Abdullah Öcalan's Kurdish Workers' Party (PKK) in the Dajma Valley, Lebanon**

Ed Kochi/Alamy

ed to calm Arab fears when he attended the Islamic summit in Tehran last year although Turkey pointedly hosted a senior Israeli air force officer in Ankara at the same time. Oddly, Turkish distrust of Syria sometimes outdoes even Israel's suspicions. In 1996, just after the Israeli prime minister Yitzhak Rabin was murdered, the deputy Turkish foreign minister described Israel's policy towards Syria as appeasement.

demned Israel's invasion of Lebanon as aggression until Israel furnished Turkey with intelligence files on the Armenian ASALA extremist group. Much to Turkey's delight, Mr Ocalan's PKK are always referred to by the Israelis as "terrorists"; Israel has expressed sympathy for Iraqi Kurds - but never for the millions of Kurds who live under Turkish military oppression. Israel supports only a limited form of autonomy for

For Israel has had to cut its moral cloth to maintain its Turkish alliance. Turkey has successfully sought the help of Jewish lobby groups in New York and Washington to cosy up to the Americans and emphasise Turkey's strategic importance to the Middle East in the aftermath of the Soviet Union's collapse. Inevitably, pro-Israeli

pathise with Turkey's contention that the 1915 Turkish massacre of 1.5 million Armenians did not constitute genocide and may not have been — despite absolute proof to the contrary — the century's first holocaust.

Professor Inbar lamentably ducked the moral point in Washington. "I cannot really make a competent statement on this issue," he said — and Jewish American members of Congress have gone so far as to suggest

place. Others have been braver. Yosi Sarid, a member of the Knesset's foreign affairs and defence committee, remarked that 'Jews who lost 6 million of their people in the horror of the Nazi genocide should be the last to join in denying the existence of another genocide ... There is a hardly a single outrage this [Israeli] government is not willing to commit under the pretence of a narrow-minded national interest, which is bound to

## Ocalan charged with treason

**THE IMPRISONED** Kurdish leader, Abdullah Ocalan, was formally arrested yesterday on charges of treason. Turkish prosecutors are seeking the death penalty in what could become a showdown between Turkey and the West over human rights.

By **Harvey Tones**

Turkey a week ago after being seized in the Kenyan capital, Nairobi, by Turkish commandos. His rebel army, the Kurdistan Workers' Party, or PKK, has waged a 15-year war for Kurdish autonomy that has

Yesterday's hearing was held on the Imrali prison island, in the Sea of Marmara, where Mr Ocalan had been interrogated for the past week. The proceeding was closed, and the government made no formal announcement about its outcome. It is not known

Ocalan was already on trial *in absentia* for separatism and treason, charges which carry the death penalty. His formal arrest marks the bringing of those charges against him for a new trial. Prosecutors must decide whether to combine other pending cases against

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**THE IMPRISONED** Kurdish leader, Abdullah Ocalan, was formally arrested yesterday on charges of treason. Turkish prosecutors are seeking the death penalty in what could become a showdown between Turkey and the West over human rights.

Mr Ocalan was brought to

**BY HARMONIE TOROS**

Turkey a week ago after being seized in the Kenyan capital, Nairobi, by Turkish commandos. His rebel army, the Kurdistan Workers' Party, or PKK, has waged a 15-year war for Kurdish autonomy that has claimed some 37,000 lives.

Yesterday's hearing was held on the Inrallı prison island, in the Sea of Marmara, where Mr Ocalan had been interrogated for the past week.

The proceeding was closed, and the government made no formal announcement about its outcome. It is not known when a new trial will begin. Mr

Ocalan was already on trial in absentia for separatism and treason, charges which carry the death penalty. His formal arrest marks the bringing of those charges against him for a new trial. Prosecutors must decide whether to combine other pending cases against the rebel leader. (AP)

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In the streets of Abuja a man begs for coppers; at General Obasanjo's fund-raising dinner in the capital, the cash donations flood in

# Nigeria's rich bless Obasanjo

THE NIGERIAN elections got into their stride in style yesterday when wealthy supporters of the presidential frontrunner Olusegun Obasanjo doled out a staggering 300m naira (\$2m) within the space of 30 minutes.

"Politics and good governance are very important matters that people should invest in," declared Chief Ojo Madueke, a leading supporter of the retired general at the start of a fund-raising dinner in the capital, Abuja, on Monday night.

"If you want good governance, bring out your cheque book," he told the business tycoons, retired army officers and leaders of General Obasanjo's People's Democratic Party (PDP). The general reinforced the principle: "We believe that those who want democracy must also be ready to pay for it," he told his guests.

General Obasanjo's opponent in next Saturday's presidential election, the former finance minister Olu Falae, was holding a fund-raising dinner last night but was unlikely to collect as much. His own supporters are generally less wealthy.

The PDP has dominated local and regional elections already held under the plan of the military ruler General Abdulsalam Abubakar to end 15 years of army rule in Nigeria. And it is well ahead on the results so far received of the National Assembly poll held last Saturday.

The Obasanjo dinner was marred by poor organisation, with food short and dignitaries battling their way through the throng of gate-crashers. However, once it came to the main business of the night, the atmosphere became electric with expectation as the rich and powerful moved towards the

BY ALEX DUVAL SMITH  
in Kaduna

microphone. Alhaji Aliko Dangote, a billionaire northern businessman, set the ball rolling with a donation of 120 million naira.

As the prolonged applause died down, the master of ceremonies, Bisi Olatilor, took back the microphone to set the record straight about Mr Dangote's donation. "In case you think this is a pledge let me correct that impression," he said. "This is not a pledge. The money is already in the PDP's coffers."

Then the cheques and cash started flooding in.

General Obasanjo told the generous donors at the dinner of his determination to create jobs, build more schools and hospitals and generally restore Nigeria to greatness. "If it becomes necessary, I will call another dinner, even after I am elected. And I hope you will donate even more then."

## Mutant meat and two veg

AMERICAN TIMES  
WASHINGTON

AMERICANS WHO travel abroad have become wearily accustomed to accusations that they are responsible for "dumbing down culture", otherwise known as the Disneyfication of - well - pretty much everywhere. Small matter that one of the fiercest rear-guard actions against colonisation by Disney was fought not on the poppy-strewn fields of the Ile de France but on the (real) battlefields of Manassas, outside Washington DC - and won. Small matter, too, that Euro-Disney, known as Disneyland Paris, is now a commercial success and that Disney's profits at its US sites have taken a (shallow) dip.

Most astonishing of all, perhaps, might be the discovery that if you are looking for sophistication in food and drink, you stand a better chance of finding it these days in the themed restaurants of a Disney park than in most American cities, with the possible exceptions of Manhattan, San Francisco

to prepare family food using accessible ingredients. But he still could not crack the American market. A recent random survey of ethnic cooking confirmed much of what Hom said. Americans will eat anything and everything, so long as it tastes and looks passably familiar. And for all their embrace of "lite" this and "healthy" that, if it's not big and beefy, it is unlikely to pass muster. Foreign food is very quickly submerged into the mainstream of American food and loses much of its character.

While this is no news at all to first-generation immigrants or frequent travellers, such observations often shock restaurant-going Americans, who are under the impression that veal parmigiana, spaghetti with meatballs, and other American culinary delights are genuine imports rather than mutants catering to the convention that any self-respecting dish must have meat and veg and bulk. Such meals, if well prepared, may have merits - just as Chicago pizza pie has merits - but they bear no resemblance to anything on a menu in Italy.

The ultimate and most frequently encountered mutant is "French dressing", which comes thick, heavy, creamy, stuffed with preservatives and - as with every American salad dressing in a bottle - completely dominates what it is supposed to complement.

But salads were not Hom's chief complaint. His was a spice and texture problem. On one hand, Chinese food was seen as "cheap", on the other, when a particular restaurant becomes fashionable, Americans will pay whatever it takes, ordering off the top of the menu without hesitation. But if the food does not then taste vaguely familiar, they will complain it is inedible. That means easy on the spices, heavy on the portions, and let the customer mix 'n' match the "sides" (trumping the chef and letting one hundred flavours fight).

That Americans could be shocked to find out that their favourite "ethnic" dishes are not genuine may be a small sign of change. Just in the past year, quite "ordinary" restaurants will produce a tray of olive oil and vinegar if you ask for it. Newspapers are publishing letters from returning American tourists expressing amazement that what they ate "over there" tasted nothing like its counterpart "over here". And classes have been started in New York where "grandmas" are recruited to teach second and third generations in preparing the food of their homeland, lest the art - and the tastes - be lost.

While waiting for the grannies to have an effect, though, you could do worse than order a hamburger. Its ambitions are few and its tastes as it should. Just hold the French dressing.

MARY DEJEVSKY



Hom: 'Americans don't appreciate Chinese food'


and Miami. Even San Francisco, though, has its limits, exemplified in the decision of the renowned Chinese chef and gourmet Ken Hom to hang up his toque and head to France.

Hom's departure should have been shocking to any American fan of Chinese food. First, because - despite being lionised in Europe - he is an American Chinese born and bred. Second, because world-ranking chefs - if they travel - tend to go to the vast American market, not away from it. And third, because he left with a degree of disillusionment, shaking the crumbs of what he regarded as "bastardised Chinese-American food from his shoes as he went."

Hom's complaint could be summed up as the dumbing down of America's tastebuds. "Americans don't appreciate Chinese food," he said recently. "The perception is that Chinese food is cheap grub." At the other end of the scale, he says that when Americans buy themselves a wok and set out to prepare Chinese food, they wanted nothing less than a banquet - and exhausted themselves in the effort.

His last book published in the US was based on simple-

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## BRIEFING

## BUSINESS REVIEW

Can America's £6 million man save Barclays?  
How PetsMart lost its shirt on Pet City  
The corporate lawyer's corporate lawyer

PLUS: Hamish McRae, Jo Davis, Diane Coyle  
and The Trader

## BSkyB and Canal Plus in talks

British Sky Broadcasting, Rupert Murdoch's satellite broadcaster, is holding talks with Canal Plus, its French rival, about co-operation in the European pay-TV market. However, a full merger between the two is unlikely. Shares in both rose sharply yesterday amid reports they were in discussions about a merger. But experts said the European Commission would almost certainly block any extensive deal between the companies. Outlook, page 19.

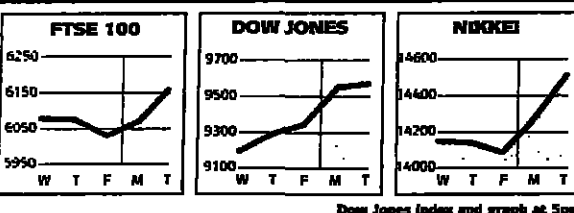
## Regulator warns on power prices

The energy regulator Callum McCarthy yesterday warned of a further clampdown on price rigging by electricity generators and singled out Eastern, the country's fourth biggest supplier, for particular criticism. According to the regulator price spikes rose by nearly a third on a year ago, with Eastern responsible for 36 per cent of the 414 price spikes between October and January.

## Saudis 'reschedule' Al Yamamah

Saudi Arabia said last night that it is "rescheduling" its £20bn Al Yamamah arms-for-oil deal with Britain, worth an estimated £1bn a year in revenues to the prime contractor British Aerospace. The Saudi defence minister Sultan bin Abdul Aziz told reporters in Riyadh that rescheduling was underway but said there had been no freeze in the project. The fall in oil prices has hit revenues from Al Yamamah.

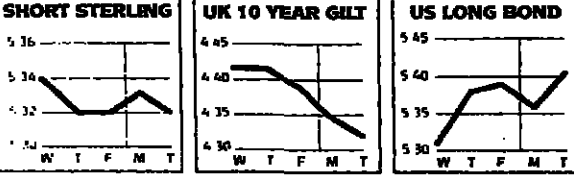
## STOCK MARKETS



Dow Jones index and graph at 5pm

Index	Close	Change	Change (%)	52 wk high	52 wk low	Yield (%)
FTSE 100	6155.20	85.30	1.41	6195.60	4999.20	2.59
FTSE 250	5186.40	5.70	0.11	5970.90	4247.60	3.22
FTSE 350	2910.40	34.70	1.21	2969.10	2210.40	2.69
FTSE All Share	2812.38	32.41	1.17	2886.52	2143.53	2.73
FTSE SmallCap	2263.40	7.80	0.35	2793.90	1834.40	3.58
FTSE Floating	1237.10	5.80	0.47	1517.10	1046.20	4.67
FTSE AIM	823.70	1.80	0.22	1146.90	761.30	1.15
FTSE Europe 100	2845.01	36.11	1.28	3079.27	2018.15	2.08
FTSE Europe 300	1235.39	13.86	1.12	1332.07	880.63	1.92
Dow Jones	9567.87	13.86	0.15	9647.96	7400.30	1.62
Nikkei	14500.65	243.98	1.71	17352.54	12787.90	1.00
Hang Seng	9433.99	204.65	2.22	11926.16	6544.79	3.73
Dax	4987.56	142.38	2.94	6217.83	3833.71	1.71
S&P 500	1275.06	2.93	0.23	1283.64	923.32	1.24
Nasdaq	2378.48	35.66	1.52	2533.44	1357.09	0.27
Sensex 300	6494.90	7.06	0.11	7817.70	5320.80	1.63
Brazil Bovespa	9127.92	55.67	0.61	12339.14	4375.69	6.79
Belgium Bel20	3444.30	-0.64	-0.02	3713.21	2681.92	2.06
Amsterdam Eux	536.69	8.18	1.53	600.65	366.58	1.92
France CAC 40	4207.95	42.09	1.01	4404.94	2881.21	1.88
Milan MIB30	3541.00	-66.00	-0.24	3917.00	2417.00	1.15
Madrid Ibe 35	10132.80	188.60	1.90	10989.80	6669.90	1.74
India Overall	5268.61	49.25	0.95	5581.70	3732.57	1.49
S Korea Comp	592.88	-5.61	-1.10	651.85	277.37	6.11
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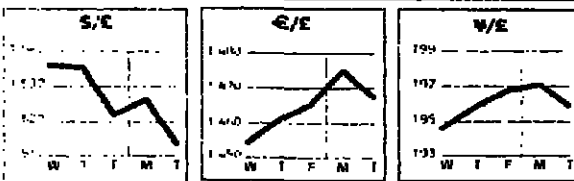
## INTEREST RATES



at 5pm. German money market rates equal euro rate

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## CURRENCIES



at 5pm. Source: Bloomberg

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## OTHER INDICATORS

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## TOURIST RATES

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## LONDON

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# There must be ways to spend Niall's cash

NIALL FITZGERALD, chairman of Unilever, was in defensive mood yesterday as he admitted defeat in his search for an alternative, profitable use for the £5bn he banked when he sold Unilever's speciality chemicals division to ICI. Rather than spending it on growth, whether organic or acquired, the money is instead to be returned to shareholders.

Intriguingly, the amount Unilever is paying out by way of special dividend roughly equates to the loss of value ICI shareholders have suffered since they acquired Unilever's unwanted bits and pieces. Since many of these shareholders are one and the same, it ought to be asked who really gained from this exercise in corporate restructuring - apart, that is, from fee-driven investment bankers and lawyers, which goes without saying. But that's another story.

More seriously, what's happened to make Mr FitzGerald, who wanted to spend the money on his business, change his mind? Acquisition prices are just too high, he says, even in the Far East, where private owners have yet to adjust their expectations to the new market conditions. So it is no to Heinz, no to Reckitt &



## OUTLOOK

Colman, and no to just about everything else Unilever has been linked with over the last two years.

Mr FitzGerald's decision raises two issues. The first is the level of asset prices and whether they are still too high to tempt all but the most foolhardy investor. Mr FitzGerald clearly thinks they are. He has been looking for businesses in emerging markets, or which have the capacity to expand in those areas. But the multiples attached to potential targets are prohibitive, even before a control premium is added.

In this respect, the market is right to applaud him for returning the cash pile to investors, rather

than squandering it on some ill-conceived management frolic. There is, however, a more disturbing issue. If a company like Unilever cannot find a sensible way to invest the money after two years of scouring the globe, how are our investment institutions to manage it?

After so many years of share buy-backs and special dividends, institutional investors are already awash with cash. The problem is compounded by the drying up of the new issues market, which is all but dead. It is a terrible indictment of the stock market that in the last year or so, one of the few ready homes for institutional money has been the re-weighting of tracker funds in expanded FTSE companies like BP-Amoco and Vodafone AirTouch.

There are several possible remedies. One is for fund managers to start looking at neglected small and medium-sized stocks where values have been hammered by the quest for size. Institutional investors are also going to have to start thinking much more seriously about the business start-up market. Much of what passes for venture capital in Britain - buyout activity - is little more than financial engineering.

But perhaps most important, in an age of low or negative inflation, both investors and companies are just going to have to get used to much lower rates of return than they have enjoyed in the past.

## US interest rates

MOST Alan Greenspan speeches are so carefully crafted, balanced and qualified, that you need to be something of a mind reader to know what he is really thinking. On one of the few occasions when he did speak his mind - recklessly referring to the "irrational exuberance" of markets - he almost immediately regretted it, if only because his analysis proved to be so entirely wrong. So these days he is even more measured and Delphic than ever.

Even so, the Federal Reserve chairman's biannual Humphrey-Hawkins testimony to the US Senate yesterday contained a clear enough message - that while there is no urgent need for action, the balance of risk in the US economy is now on what he calls the upside rather than the downside. What he means by this is that the recessionary scare brought about by the collapse in emerging markets last autumn is now largely over; in the US at least, and that the most pressing concern has once again become that of a revival in inflation.

The key sentence in his speech is the one in which he asks whether the full extent of interest rate cuts undertaken at that time to address the seizing-up of financial markets remains appropriate now that those disturbances are abating. Just to ask the question is to know the answer. With the US economy still growing at a rate that puts the rest of the world to shame, and Wall Street back to near record levels, it could hardly be argued that Americans still need cheaper money. All the evidence points to the contrary - so much so that one of the most relevant questions in international economics today is whether the Fed didn't repeat the policy mistakes of the crash of 1987 during the stock market wobble of 1998.

Plainly that is what is worrying Mr Greenspan most - that in attempting to correct a short-term crisis in financial markets, he has stoked up inflationary pressures and prolonged an ultimately unsustainable boom.

The most important conclusion to draw from all this is that if and when the long bull market in equities does draw to a close, it is much more likely to be brought to an end by the traditional means of a reduction in liquidity caused by an increase in interest rates - which in itself will be a reaction to inflationary wage pressure - than the deflationary slump many predict is awaiting the US and the rest of the world.

Booms don't die of old age; generally they are murdered by the anti-inflationary policies of the US Federal Reserve. There is no reason to believe it will be any different this time round.

## Sky/Canal Plus

RUPERT MURDOCH has been trying to get into bed with the European television industry for so long he is running out of potential dates. Brief flings with the likes of Berlusconi, Leo Kirch, Silvio Berlusconi and Telecom Italia have all ended in tears. Now he is flirting with Canal Plus, the French satellite broadcaster that dominates the European pay-TV market.

From a commercial perspective,

Canal Plus and British Sky Broadcasting have always been ideally matched. Combined, the two would create a pay-TV giant with the potential to reach 18 million viewers across the Continent. They could also share the financial burden of launching digital television services in their respective markets.

Unfortunately, this is one of those dalliances that is doomed never to make it anywhere near the altar. In the past, the European Commission has cracked down hard on any deal that even hinted at eliminating competition in the European television industry. Something as blatant as a Canal Plus-Sky merger would be dismissed almost out of hand.

## Key director quits at Rover

THE ROVER director responsible for negotiating radical new working practices has resigned as the BMW parent company takes increasing control over the British-based car-maker.

David Bower, personnel director, is leaving the company after more than 20 years amid rumours that the Rover board is likely to be slimmed down and largely stripped of its powers.

Tony Rose, Rover's deputy chairman, retired recently and other board members are expected to leave as part of a review of the company's operations.

The moves at Rover follow the appointment of Joachim Milberg as chairman of BMW to succeed Bernd Fischer.

Senior union sources yesterday declared that they were "relaxed" over Mr Bower's resignation, believing that they could "do business" with Harry

Dunleavy, who will assume his responsibilities.

Mr Bower, together with Tony Woodley of the Transport and General Workers' Union, agreed a package which introduced unprecedented flexibility into the working procedures of Rover's employees. The British car manufacturer had come under considerable criticism from its German owner over declining profits and low productivity.

As part of the agreement Rover workers have agreed to "annualised" hours so that the Rover plants can cope with peaks and troughs in demand. In return the union elicited a pledge from the company that the present 37 hour week would be reduced to 35.

## BG profits get £600m pension fund boost

PROFITS AT BG, the gas transportation, exploration and production arm of the former British Gas, are being boosted by £600m because of the huge surplus in its staff pension fund, it emerged yesterday.

News of the boost to profits came as BG indicated that shareholders are likely to see a payout of £1bn-£2bn this year as part of an overhaul of the group's balance sheet.

Profits were swollen by £101m last year because of the pension surplus and will remain £70m-£80m a year higher over the next six years.

BG said that because its £12bn pension fund was £1bn in surplus, it was now able to release a £600m provision built up over the years ago to protect against any deficit in the fund.

The company's 100,000 pensioners will not benefit directly from the release of the provision. But BG said that its

BY MICHAEL HARRISON  
Business Editor

pension scheme was already one of the most generous available.

Pension benefits are indexed-linked, members contribute only 4 per cent of pay and the scheme allows employees to retire on a full pension of two-thirds final salary from the age of 50 onwards.

David Varney, BG's chief executive, said the company's priority for this year was to improve its capital structure by loading the balance sheet up with debt.

This could allow BG to raise gearing from 40 per cent to between 50 and 60 per cent, giving it up to £2bn in spare capital to play with.

Mr Varney ruled out a bid for either Enterprise Oil or Lasso and indicated BG was not about to hit the mega-merger trail, saying asset



David Varney, BG chief executive (left) and financial director Philip Hampton at yesterday's results announcement. Their priority this year is to restructure the balance sheet. Mark Chilvers

prices were still too high. "My job is to look after my shareholders' interests, not somebody else's. Fifty per cent of these mergers end in misery and we are not paid to take even bets," he added.

He was speaking as BG reported an 8 per cent rise in pre-tax profits last year to £1.227bn and said it was merging its exploration and production and international downstream arms. However,

Mr Varney said this was not a prelude to a demerger of the new division from its pipeline arm Transco.

Despite the bleak outlook for oil prices, BG is doubling its oil and gas exploration programme this year to £400m. This will be coupled with an intensified drive to cut costs but job losses among Transco's 14,000 workforce would be modest compared with the 2,500 cutbacks last year.

## Salomon move to Canary Wharf

SALOMON SMITH Barney's 1,800 London staff are to be moved from their current offices in Victoria to a brand new skyscraper in Canary Wharf to be built alongside Citicorp's new head office, which was begun before the merger of SSB and Citicorp last year.

Staff have already been informed of the move, and one plan under consideration is for a giant dealing floor to connect the two new skyscrapers, which when completed will face the Millennium Dome across the Thames.

Since October, joint chief executives Ron Freeman and James Boshart at SSB Europe have been pondering how to bring all the investment and wholesale banking activities of the new group together under one roof.

It is less clear what will happen to another 90 SSB staff at Lombard Street in the City, and another 300 in Piccadilly. Citicorp refused yesterday to comment on the plan, or what will happen to Citicorp's 3,000 staff in offices in Berkeley Square, The Strand and London Bridge.

Citicorp also has a big back-office operation in Lewisham, a Diners Club head office in Farnham, and other operations in Scotland.

SSB has a trading floor over

BY JOHN WILLCOCK

the size of a football pitch, one of the largest in Europe. The floor has already been extended twice, and is "bursting at the seams", according to sources close to the bank.

Salomon had the choice of moving to Canary Wharf in 1988 but this was vetoed by John Gutfreund, then the investment bank's chairman, when he discovered there was no Tube line to Docklands.

The much-delayed Jubilee Line extension to Canary Wharf is due to open before the end of the year. Citicorp management have promised staff that no transfers to Canary Wharf will take place until the new line is open.

The Citigroup move coincides with plans by Canary Wharf to raise around £2 billion by an initial public offering (IPO) on the stock market.

Some City analysts voiced doubts this week that the float would go ahead as planned before Easter, following the high-profile pulling of the William Hill float by Nomura last Saturday.

However, the consortium, led by Paul Reichmann, which owns Canary Wharf has refused to confirm in public the property market's conviction that it is planning a spring float, thus making it easy to pull out if the state of the market looks unattractive.

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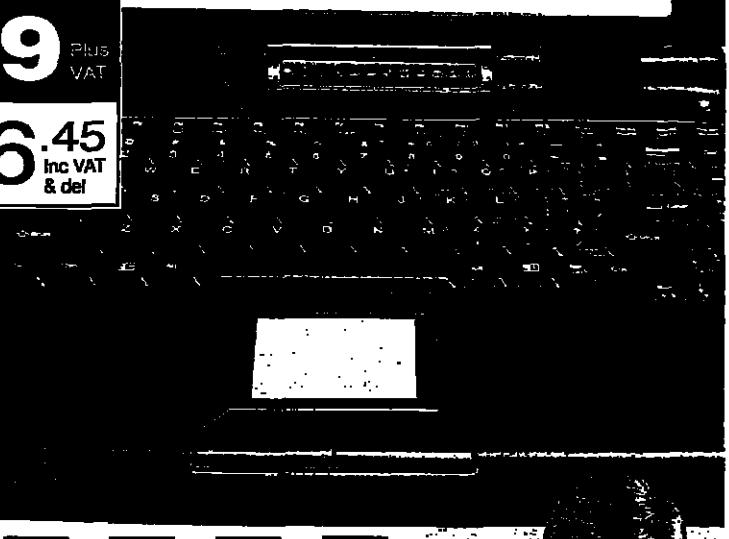
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# Hint of anxiety on Zeneca deal

THERE WAS just a hint of anxiety in the stock market about the AstraZeneca merger.

A Swedish pension fund is due to decide next week whether to support the deal. It has around 4 per cent of the Astra capital.

If it should come out against the merger, there are worries that, with Astra's small shareholders, a blocking vote could materialise, as Zeneca needs at least 90 per cent of the capital to win the day.

Sources close to Zeneca believe such an event is highly unlikely. It is pointed out that the pension fund invariably follows the wishes of a company's employees and the Astra workforce is in favour of the merger.

The fund was supportive of an earlier bid drugs giant to buy Astra. The American-Swedish alliance which resulted in Pharmacia & Upjohn. It has come out against major deals - Renault and Volvo was one - but then the car workers were far from happy about the suggested merger.

It is thought many small Astra shareholders will accept the terms, although their lobbying organisation is against it. The giant merger is due to

## MARKET REPORT



DEREK PAIN

The rest of the market failed to hold best levels. At one time, on the back of the overnight Wall Street surge, Footsie was up 11.5 points to 6,185.2, just 10.4 below its trading peak. It closed 85.3 higher at 6,155.2, only 23.8 below the all-time high, hit last July.

Results also helped the early progress. National Westminster Bank was at one time up 10.4p but had to settle for a 4.5p gain at 1,319p. Unilever, on its 55th birthday, was treated even more harshly. At one time

up 33p, it ended up lower at 634.5p as some cash-rich institutions wondered whether they really wanted yet another cash injection.

Railtrack, ahead of tomorrow's railway summit, reversed a further 25p to 1,405p. Corporate action was again a major influence. BSKyB rose 18.25p (after 31.5p) to 536.75p on the possibility of a link, perhaps even a merger, with Canal+, the French pay-TV group.

Countis Consulting, where bid talks were confirmed, rose 7p to 35.5p and BS, the old Bristol Stadium, raced ahead 25p to 145p after reporting bid negotiations were taking place.

Allied Leisure, up 3p to 27.5p, and European Leisure, 1.5p at 70p, at last admitted talking merger - stories of a deal were circulating last month - and printer Wace inked in a 5p gain to 78p as Allied Graphics, a US group, said it might counter an agreed offer from another American business, Schwab.

CALUNA, the computer group, was the most actively traded under-card share, with Seag putting volume 9.7 million as the price fell 4p to 23p. After the close came the reason: year's results will be "substantially below" market expectations and there was a hint that a cash call was being considered. The group, which has a computer security system, hit 38.5p last summer and has been 96p.

be completed next month and despite the scare stories from Sweden is expected to go through. The two companies have seen more than 150 institutional investors in the past few weeks and it is thought they received encouraging responses.

In a letter to its shareholders, which could indicate some anxiety about their attitude, Astra said the Zeneca deal was the best way forward and could unlock the US market for its drugs.

Stephen Ewing at WestLB Panmure said Astra shareholders "would be mad" not to accept the deal. Zeneca shares firmed 17p to 2,839p in busy trading.

The bidding war started when Photobank made an offer which Schwab topped with a 594.6m shot.

Kenwood Appliances rose 5p to 99p as speculators prowled, with some aggressive funds increasing their holdings, and blistered sausage-skin group Devro climbed away from its 12-month low, up 18.5p to 163p, with a little help from the boys in dark glasses.

Arm, the chip maker that came to market nearly a year ago, rose a further 55p to a 2.040p peak following an investment lunch hosted by ABN Amro. Acorn, the computer group nursing a big Arm stake which it plans to sell, firmed 5p to 163.5p.

Ladbrokes, up 1.75p to 272p, was also helped on its way by ABN, and Vodafone improved 33p to 1,173p as Merrill Lynch lifted its profits expectations.

Gallagher was puffed 3.5p higher to 423p with BT Alex Brown hanging a buy sign on the shares.

On the under-card, Drew Scientific improved 21p to 97.5p after it obtained the approval of the American Food and Drug Administration for a heart disease test.

NXT, the maker of flat panel loudspeakers, jumped 52.5p to 481.5p in busy trading, after saying it had signed 24

SHARES OF Waterfall, the UK's largest port operator, yesterday moved to boost its ailing share price with plans for a £70m share buyback.

The company, which owns 23 ports across Britain, pledged to increase its planned £20m equity repurchase programme by an extra £50m in 1999. Last year, ABP bought back around £80m worth of shares in an attempt to sharpen up its capital structure.

The chairman, Sir Keith Stuart, said the company would fund the buyback through the sale of a number of its properties, especially in non-port locations. He did not rule out further returns of capital to shareholders.

He said that the business's healthy cash flow was more than enough to fund capital expenditure, enabling the board to distribute surplus capital to investors.

Sir Keith's pledge came after ABP reported a 4.6 per cent increase in 1998 pre-tax profit to £110.2m on turnover up 18 per cent to £339m.

Profits in the core ports division took a £2.4m hit from a slump in steel exports from its South Wales harbours. Container traffic was also reduced by the global economic turmoil.

The shortfall in steel and containers was offset by higher volumes of cars and petroleum products. Sir Keith said the results showed the resilience of the group's operations.

However, ABP's shares closed down 3p at 262p, well below their 387.5p 12-month peak.

Alastair Gunn, transport analyst at Credit Lyonnais Securities, said the shares - on just 10 times 1999 earnings forecasts of around £120m - were a buy: "I can't see why they should go down further. They are standing on a whopping great discount to the market rating and ABP is a very solid business."

GEORGE WIMPEY, the UK's largest homebuilder, could spend up to £300m on acquiring smaller rivals over the next few years in an attempt to exploit the recovery in the UK housing market.

The chairman, Joe Dwyer, yesterday said that the recent collapse in the share price of many homebuilders had opened up several takeover opportunities.

He noted that Wimpey spent up to £300m a year to replenish its land-bank and that it could use the money to fund acquisitions.

Mr Dwyer said that the company was always looking for potential targets but was not in talks with any rival.

He predicted that some City institutions could be reluctant to sell their shares, as many homebuilders are trading at a discount to their net asset value.

His comments came as Wimpey dispelled some of the gloom surrounding the sector with a good set of results and an upbeat outlook for 1999.

In 1998, Wimpey posted a 35 per cent rise in pre-tax profit

to £85.1m on turnover up 15 per cent to £1.40bn. The increase was driven by a surge in operating profits from Morrison Homes, Wimpey's US subsidiary, boosted by the buoyant American housing market.

The UK units put in a resilient performance in difficult market conditions, with Wimpey Homes, the largest division, increasing its operating profit by 35 per cent, and McLean, the upmarket housebuilder, advancing 7 per cent.

The new chief executive, Dennis Brant, said that 1999 had started well, with revenues up 11 per cent over last year.

The company underlined its optimism on the future health of the housing market with an ambitious programme of cost-cutting and sales increases.

Mr Brant pledged to increase Wimpey Homes' revenues by 50 per cent and to double Wimpey's US turnover within the next five years. In

predicted to increase from around £75,000 to around £85,000.

Mr Brant, a Wimpey insider who became chief executive last month, also promised to boost the division's poor margins by slashing costs.

He said operating margins, currently standing at just 7.8 per cent, had to reach 10 per cent within 2 years.

Most of the reduction will come from reducing the company's supplier base to "half what it was three or four years ago. The introduction of new building technologies should also save around £1000 per house."

City analysts welcomed the results and were reassured by Wimpey's bullish view of the future. "It seems a fairly ideal scenario. Volumes are good and they seem to be able to increase market share at the expense of smaller housebuilders," one expert said.

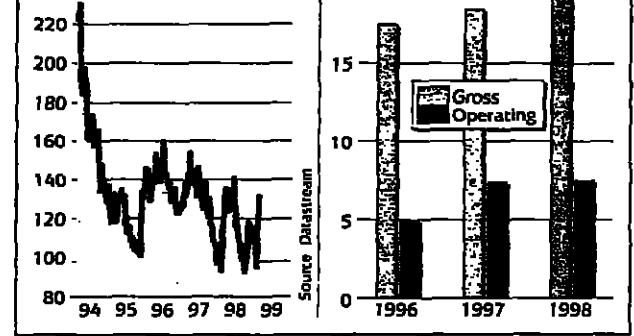
Mike Foster at Credit Lyonnais Securities is forecasting a profit of £88m for 1999, which puts the shares, up 2.5p to 133p yesterday, on a forward multiple of just 7.5 times, compared with ratios of around 23 times for the overall market.

Mr Foster said that, at these levels the shares are very cheap and rates them a buy.

## GEORGE WIMPEY: AT A GLANCE

Market value: £486.697m, share price 133p (+2.5p)

Trading record	1994	1995	1996	1997	1998
Turnover (£bn)	1.69	1.57	1.26	1.22	1.40
Profit for the year (£m)	45.10	15.60	31.50	63.10	85.10
Earnings per share (p)	8.73	1.60	5.84	12.10	17.60
Dividends per share (p)	5.50	5.50	5.50	5.70	6.00



Wimpey Homes, growth would come from moving upmarket, with an increase in the number of detached houses built to over 30 per cent of the total from the current 20 per cent. Average prices are also expected to increase from around £75,000 to around £85,000.

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# ABP plans £70m share buyback

ASSOCIATED BRITISH Ports, the UK's largest port operator, yesterday moved to boost its ailing share price with plans for a £70m share buyback.

The company, which owns 23 ports across Britain, pledged to increase its planned £20m equity repurchase programme by an extra £50m in 1999. Last year, ABP bought back around £80m worth of shares in an attempt to sharpen up its capital structure.

The chairman, Sir Keith Stuart, said the company would fund the buyback through the sale of a number of its properties, especially in non-port locations. He did not rule out further returns of capital to shareholders.

He said that the business's healthy cash flow was more than enough to fund capital expenditure, enabling the board to distribute surplus capital to investors.

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The shortfall in steel and containers was offset by higher volumes of cars and petroleum products. Sir Keith said the results showed the resilience of the group's operations.

However, ABP's shares closed down 3p at 262p, well below their 387.5p 12-month peak.

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# Admiral shares falter on fears for growth

THE STOCK market tore a strip off Admiral yesterday after the computer services group produced what investors interpreted as an uninspiring set of results.

Shares in Admiral, which have doubled in value since October and are among the most highly rated in the information technology sector, dropped 10 per cent to 129p after the company reported pre-tax profits of £23.5m - an increase of 34 per cent - for the year to last December.

At first glance, there appeared to be little wrong with the figures. Before acquisitions, revenues grew by 22 per cent to £143m. And Admiral's operating margins, which are already among the best in the industry, widened by a full percentage point to 15.5 per cent.

However, investors are beginning to have their doubts about whether Admiral can sustain its past growth rates in the coming year and, more importantly, into the next century.

Yesterday, the company hinted that there might be a downturn in business in the final quarter of the year as customers put projects on hold in the run-up to the millennium.

Meanwhile, it is on the lookout for acquisitions in continental Europe as it attempts to widen the geographical spread of its operations.

Clay Brendish, Admiral's chairman, said the company had recently fixed on the need for strategic acquisitions as part of its long-term business plan. "We are looking for a geographical presence in comparable markets," he said, pointing out Germany and the Netherlands as key areas for expansion.

However, some experts said Admiral would have trouble lifting margins in its continental European operations, which are currently about 10 per cent, to the 19 per cent return it enjoys in the UK. Meanwhile, operating cash flow had not grown as strongly as its profits, suggesting that revenue growth might be about to slow down.

On profit forecasts of about £30m for the current year, the shares trade on a forward earnings multiple of 4.3. Although Admiral is widely lauded as a well-run company, most observers believe that on its current prospects the shares are high enough.

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## PEOPLE AND BUSINESS

BY JOHN WILLCOCK

PERUSING THE latest issue of *The Grocer*, as one does, I noticed an interview with David Robey, head of retail at Shell, giving his views on the oil giant's plans to open convenience stores at its 1,000 UK petrol stations.

So far the scheme is being test-run with a prototype store on the Strand in London. Mr Robey identified Sainsbury's Local as the ideal convenience store format. He said he had no qualms about "shamelessly plagiarising" until we've caught up with them, then we can start to innovate ourselves.

I wonder how Sainsbury's feel about being shamelessly plagiarised. Not a clipping Mr Robey will be putting in his CV, I think.

Movie moves

RICHARD BROOKE, who stepped aside as BSKyB's fi-

nance director in November 1997, has added another two heavyweights to the board of his fledgling pay-per-view movie channel, called "digital broadcasting company" (dco), which launches this summer.

Mr Brooke has lured the former driving force behind PolyGram in Europe, Alain Levy, and his deputy, Mark Meyer, to join dco's board.

dco is a joint venture between Pearson Television and Deutsche Bank and will offer a choice of 10 movie channels broadcast via SkyDigital.

Mr Brooke's team includes Roger Hall as marketing director, who already has film marketing experience following his seven-year stint at Blockbuster Video. And he has hired an American lawyer and former

## Tabloid homes

RICHARD SAVILLE, finance director at the housebuilder Wimpey, has clear views about what kind of newspapers his customers read. Yesterday Mr Saville complained about all the doom and gloom spread by quality newspapers like *The Independent* about the economy in the last 12 months, with tales of the Asian crisis and the collapse of the rouble.

Mr Saville added thoughtfully: "... although we do not normally associate our buyers with the readers of those kind of newspapers."

So its tabloids only for Wimpey home-owners. Fascinating.

Money back

CHARLES SCHWAB, the American-owned share shop chain, has already paid back roughly half its frustrated retail investors in the William Hill float, which was pulled in favour of a sale last Saturday.

Around 3,000 nominee ac-

## counts held at Charles Schwab

were recredited on Monday morning and the remaining 8,500 investors will receive cheques going out today. Three other share shop chains are making similar arrangements.

I asked Barry Sullivan, who runs Charles Schwab's Birmingham office, whether he had ever seen another popular share offer being pulled in this way. "Not so close to the allocation being announced," he said.

Did any investors grumble at not getting shares in the betting shop chain? "There've been a few. But the main concern by clients has been to get their money back so they can reinvest in something else."

Disappointed investors will also get £20 betting vouchers and a 5 per cent interest payment, which will be sent out by registrars IRG next week.

All this will cost money of course. Mr Sullivan says: "Norman have agreed in principle to compensate us for our efforts."

E-mail: j.willcock@independent.co.uk

COMPANY RESULTS

Company	Turnover (£)	Pre-tax (£)	EPS	Dividend	Pay day	X-div
Access Plus (F)	19.72m (16.24m)	3.15m (2.40m)	12.87p (10.38p)	5.85p (4.65p)	10.05.99	29.03.99
Admiral (F)	147.19m (117.13m)	23.48m (17.50m)	25.20 (17.49)	5.35p (3.26p)	07.05.99	29.03.99
AstraZeneca (F)	335.1m (288.9m)	110.2m (105.3m)	22.49 (20.89)	10.25m (9.8m)	30.04.99	01.05.99
Bell Group (F)	275.7m (255.8m)	26.5m (21.4m)	6.71p (5.09p)	2.5p (2.3p)	30.04.99	01.05.99
BSC plc (F)	4.77m (4.300m)	1.227m (1.189m)	18.7p (11.2p)	8.0p (8.0p)	09.06.99	12.04.99
Capital & Regional Properties (F)	52.73m (32.28m)	11.48m (11.05m)	12.1p (11.4p)	4.25p (3.5p)	26.04.99	-
Channel Holdings (F)	34.3m (30.1m)	4.15m (4.1m)	1.1p (1.1p)	-	-	-
City Technology (F)	11.05m (10.71m)	1.45m (1.39m)	6.54p (5.00p)	2.0p (1p)	-	-
Countis Consulting (F)	3.05m (2.71m)	0.078m (0.390m)	11.85p (45.56p)	nil	-	-
Danisco Ltd (F)	US\$67.90m (42.9m)	0.494m (1.350m)	3.0c (4.6c)	-	-	-
Devro (F)	4.01m (3.7m)	-0.008m (-1.20m)	-2.9p (-4.3p)	-	-	-
Gyres Group (F)	16.53m (15.80m)	1.05m (1.42m)	6.77p (5.2p)	0.9p (-)	15.04.99	01.03.99
ICI Components Group (F)	18.53m (18.80m)	2.55m (1.58m)	52.1p (41.5p)	19.5p (15.3p)	26.03.99	01.03.99
High Performance (F)	-	-0.536m (-0.577m)	8.1p (4.5p)	-	-	-
ISI Biomedical Holdings (F)	-	2.55m (1.58m)	52.1p (41.5p)	19.5p (15.3p)	26.03.99	01.03.99
Larven (F)	136.37m (116.59m)	1.12m (0.95m)	9.2p (7.4p)	-	-	-
Net West Bank (F)	8.28m (14.64m)	-0.73m (-2.92m)	-7.7p (-4.5p)	-	-	-
NTT (F)	14.92m (10.14m)	3.71m (2.04m)	9.7p (8.0p)	8.4p (8.2p)	15.04.99	15.03.99
Orsted Asymmetry Intl. (F)	61.97m (70.77m)	1.04m (8.85m)	4.0p (8.0p)	5.0p (5.0p)	04.05.99	26.03.99
Parade (F)	78.71m (82.61m)	2.56m (2.76m)	5.4p (5.0p)	11.3p (9.5p)	03.05.99	26.03.99
Stantec Group (F)	480.0m (525.1m)	3.8m (3.00m)	4.06p (15.73p)	10.70p (-)	21.05.99	26.04.99
Transport Delaport Group (F)	27.08m (29.77m)	3.08m (4.72m)	26.59p (44.74p)	5.7p (5.7p)	06.05.99	16.03.99
Unilever (F)	40.63m (40.95m)	3.24m (5.12m)	9.4p (14.5p)	6.0p (6.0p)	13.05.99	01.03.99
George Wimpey (F)	85.1m (122m)	85.1m (122m)	17.59p (12.06p)	-	-	-

FOREIGN EXCHANGE RATES											
Country	Sterling	Dollar			Euro						
	1 month	3 month	1 month	3 month	1 month	3 month	1 month	3 month	1 month	3 month	
UK	1.0000				0.6198	0.6200	0.6203	0.6819			
Israel	2.5188	2.5182	1.9616	1.9617	1.5817	1.5817	1.7183				
Belgium	20.173	20.163	20.150	12.954	12.502	12.488	13.760				
Denmark	56.148	59.087	56.875	36.65	36.605	36.488	40.768				
France	2.4183	2.4125	2.4127	1.4963	1.4965	1.4965	1.6463				
Germany	1.0000	1.0089	1.0085	6.7589	6.7517	6.7544	7.4302				
Italy	1.9616	1.9711	1.9616	1.2656	1.2656	1.2656	1.4065				
Norway	1.4963	1.4965	1.4965	5.2028	5.3953	5.3777	5.9457				
Spain	1.6463	1.6463	1.6463	5.9502	5.9502	5.9502	6.5239				
Sweden	9.618	9.600	9.585	1.9965	1.9965	1.9965	2.1748	1.7890	1.9558		
Switzerland	2.8676	2.8623	2.8616	294.89	294.89	298.44	324.47				
Thailand	475.82	477.53	481.16	7.7498	7.7535	7.7700	8.5262				
US Hong Kong	17.503	12.505	12.517	1.393	1.393	1.393	1.5838	0.7876			
US Japan	1.5838	1.5838	1.5838	1.7579	1.7579	1.7579	1.9362	0.77			
US Korea	263.90	263.7	263.75	175.9	175.7	175.1	193.67				
US Taiwan	195.67	194.87	195.21	121.27	121.27	121.27	135.94	0.40			
US Malaysia	1.6135	1.6206	1.6449	3.8600	3.8880	4.0000	4.1811				
US Australia				9.9515			10.9486				
US New Zealand				1.0022	1.0022	1.0022	1.1147	1.0312			
US South Africa	3.2311	3.2251	3.2195	2.0027	2.0027	2.0027	2.2480				
US Canada	0.7171	0.7171	0.7171	0.5373	0.5373	0.5373	0.6774				
US West Germany	12.41	12.784	12.784	7.8864	7.8999	7.8992	8.6774				
US Portugal	205.29	205.29	205.29	182.17	181.92	181.33	200.48				
US Russia	0.9521	0.9521	0.9521	1.5908	1.5908	1.5908	1.7693	1.4120			
US Brazil	0.9521	0.9521	0.9521	1.7217	1.7183	1.7183	1.9944				
US Singapore	1.7701	1.7713	1.7713	2.7508	2.7508	2.7508	3.6710	1.8944			
US Thailand	143.00	143.00	143.00	6.0222	6.0245	6.0245	6.5949	150.49	166.396		
US Taiwan	243.50	243.50	243.50	8.9199	8.9080	8.9058	9.8024				
US Malaysia	1.6135	1.6206	1.6449	3.8600	3.8880	4.0000	4.1811				
US New Zealand	2.3375	2.3399	2.3145	1.4487	1.4446	1.4356	1.5940				
US Australia	1.6135			1.0000			0.9088				
OTHER SPOT RATES											
Country	Sterling	Dollar	Country	Sterling	Dollar						
USA	1.6135	1.0000	Orman	0.6212	0.3850						
Central America	3.7525	2.0300	Russia	82.743	51.280						
China	15.887	8.2780	Philippines	62.928	39.000						
US Hong Kong	15.887	34.451	Poland	6.2925	3.8750						
US Japan	1.5838	3.4127	Qatar	5.9279	3.8750						
US Korea	263.90	3.4127	Russia	38966.4	229.10						
US Malaysia	3816.0	3.4127	South Korea	195.4	121.90						
US Taiwan	3816.0	27.274	Taiwan	60.427	33.036						
US Thailand	68.463	42.430	Turkey	50.427	37.450						
US West Germany	14360.6	69.000	UK	50.427	33.036						
US New Zealand	0.4919	85.500	USA	5.9266	3.5730						
US Australia	1.5796										



When I jump w

# Han

[illegible]

When Hansen was eight, by which time her mother had borne a child naturally, her sister Mamsan — the family moved to England in the East End of London. There she counted racism for nothing. The first time I was the only black girl in my school, with an African accent, and I had no friend. From the age of 10 to the fourth year of high school that I was good at sport, but the girl I loved at school, because I was runner and swimmer as they did her friends. They like it, and I do not because I think that pink skin fight boys as well hard, and I did not talk to me. She there was a black girl but who lived in the middle of that area, and she used to call me 'condemns'. It happened after that sort of thing; she said, she had another friend

**England are simply hopeless**

Why do we continue to have the nature of Kevin Keegan's comment and totally ignore the deep-rooted and totally wrong national proclivities that the England team has? Why do we trophy for decades and is unlikely to change with the rapid mode of change in Italy.

The Premier League exist in many mediocre clubs, and young journeymen who are not at the expense of English national.

A reflection of the standard of post-war European football which is at best described as mediocre.

Kevin Keegan has a mountain to climb.

**L. LOVE**



# SPORT

## 'When I jump well, I have tunnel vision or am aware of things around me, but only in slow motion'

# Hansen sights triple crown

THE SYDNEY Olympics are still a long way off. To paraphrase Sam Goldwyn, we all have a lot of water to pass before then. Especially Ashia Hansen, although we'll come to dope-testing later. The point is that it's far too early to make predictions, yet Hansen has already saddled herself with an unenviable burden, for people are talking about her as Britain's best hope for Olympic gold.

In Valencia last year she established a new indoor world record for the triple jump - an awesome 15.16 metres. And on Sunday, at the Gaz de France meeting, she jumped 14.81m, the best in the world this year, beating her close rival, the Czech Sarka Kasparikova, by four centimetres. On both occasions, she started the competition feebly, saving her best until last, which shows that, when push comes to shove, she responds like a champion. "It's funny," she says. "When I jump well I either have complete tunnel vision or I am aware of things going on around me, but only in slow motion."

We meet at the Alexander Stadium in Birmingham. She is an engaging character, open and opinionated and also more than a little dizzy, taking at least two minutes to work out how old she is. Eventually, she decides she must be 27, and in fact can be forgiven some uncertainty for the details of her birth are slightly hazy. She knows she was born illegitimately in Evansville, Indiana, to a teenage girl and an American footballer. When she returns from athletics, she intends to track them down.

At three months old she was adopted by a white Englishwoman and a black Ghanaian, who had married in Cairo and were studying at the University of Indianapolis. They later moved to Ghana where her father worked for the United Nations as a lecturer in politics. Young Ashia, meanwhile, offered glimpses into the future, persistently beating boys bigger and older than her in races down the hill outside the family bungalow. "If you didn't get the timing right, you'd fall over," she recalls. The same principles still apply.

Mangoes and bananas grew in the garden, and she enjoyed a fairly idyllic childhood blighted only by the occasional theft of her pet rabbits. Hansen lowers her voice, conspiratorially. "My mum will kill me for saying so," she says, "but I think people ate them." She hoots with laughter. She is great fun, and physically striking. Her best-known trademark is her long hair, which flows spectacularly through the hop, step and jump. Up close, I see the occasional flash of another trademark - a silver tongue stud. "I had it done in October," she says. She leans deliberately towards my tape recorder. "I had my belly button pierced in 1994, and so many athletes copied it. Now I want to see how many people do this."

When Hansen was eight - by which time her mother had borne a child naturally, her sister Mamian - the family moved to Poplar in the East End of London. There she encountered racism for the first time. "I was the only black kid in junior school, with an African accent too, and I had no friends from the first year to the fourth year. It didn't help that I was good at sport, because the girl I took over from as the number one runner didn't like it, and nor did her friends. They didn't pick on me because I was hard, and I would fight boys as well as girls, but they didn't talk to me. Also, there was a 15-year-old boy who lived in the same block of flats as us and he used to call me 'coonflakes'. It hardens you up, that sort of thing."

At 15, she had another traumatic



### THE BRIAN VINER INTERVIEW

ic yet formative experience. Her father, while working in Tanzania, was hit by a car and killed. "It was terrible, really. He used to travel a lot, but one day he went away to work and didn't come back. Actually, I think I coped well with it. And because he never saw me doing well in athletics it spurred me on, because I would wonder, 'what would he think of this?' But that was never my main motivation. I just really enjoyed it."

When Hansen, as a teenager, started smoking and hanging out with dodgy friends, her mother insisted the family should move from Poplar to slightly more genteel surroundings in Essex. There she joined Ilford Athletic Club where she blossomed as a sprinter and long-jumper. Indoors, she has run 100m in 11.7sec and 200m in 34.5. But at 22 she decided to focus on the triple jump, in which her speed is her chief asset. "I don't want to sound big-headed but on the runway I'm faster than anybody," she says. So might she yet broaden her repertoire again, perhaps by competing directly against Denise Lewis in the heptathlon?

"No, I leave the heptathlon to the nutters," she says, studded tongue in cheek. I don't think she means to be disrespectful to Lewis. She cheerfully reckons that the pole vault is for "nutters" too, and adds that the heptathlon is a ferociously tough event, which wouldn't suit her because she's no good at hurdling. But there is clearly no love lost between Lewis, the pin-up girl of British athletics, and Hansen, up-and-coming claimant to the same title. "I've known Denise since junior days," says Hansen. "I used to long-jump against her. But we don't have a great deal to say to each other. We tried to mend fences, but it didn't really work. We just don't hit it off. It happens a lot in athletics."

One of the reasons for this, Hansen reckons, is that most athletes are naturally aggressive. "You have to be if you're going to go into the weights room and lift twice, or even three or four times your body weight." On the track, she admits that this aggression is sometimes turned against officials. "In major competitions you have to wait in a controlled area between warm-up and track. Nobody is allowed in or out while they check your spikes and tape up any illegal advertising and make sure there are no Walkmans, which some people try to take on to the track to keep them focused or even to listen to coaching tapes. But I get angry if the officials keep us there for too long, and I've been known to have a go, because then you have to start warming up all over again."

Hansen insists, however, that she is fully supportive of officialdom in its battle against the use of performance-enhancing drugs. "I've never actually seen anyone taking anything, but then I'm quite naïve. And you do see some funny things. You see certain European athletes



Ashia Hansen: 'I have a big weakness for Indian food, the hotter the better. The trouble is, I need to lose half a stone' Robert Hallam

without spots one year and then caked in spots the next, which is a side-effect of steroid abuse. But we get a lot of out-of-competition testing. Sometimes you're told that you have to be in at a certain time, and if you're not you could get a three-month ban. Or sometimes they come to your door without any warning at all. That happened to me quite a lot last year, and I've had people waiting for hours while I drink bottles of pop, cups of tea, even beer, to try and produce some urine."

The one proscribed substance that does pass Hansen's lips is proscribed only by her coach, Aston Moore. "Curries," she says. "I have

a big weakness for Indian food, the hotter the better. The trouble is, I need to lose half a stone. In the triple jump you land with a force equal to eight or 10 times your body weight and that's on a single leg, so the lighter you are, the less likely you are to get injured. You don't want to be bulky. Look at Jonathan Edwards."

Despite her best intentions, however, she remains vulnerable to the call of the vindaloo. Indeed, she shamelessly admits she frequently has them delivered to her home, and I have an irresistible image of her opening the door expecting a man with a curry, only to find a man in a blazer saying "please pee into

this". She laughs. "It hasn't happened yet," she says.

She shares a flat in Birmingham with her best friend, sprinter Katherine Merry, and is presently unmarried, having split up with her boyfriend a month ago. Several of her boyfriends have been white, which has led to racist taunts principally, she says, from black men. "It's another reason why I like athletics. Because there's no racism in it," she says. Which athletes, I wonder, does she most admire? "My coach, Aston, and Linford Christie. When you think of what Linford's been through, and still he's come up smelling of roses. I've jumped

against him, you know. We were in Lanzarote, training, and he bet me he could do longer bounds. He did beat me a couple of times, but I beat him too."

It is easy to picture Hansen rising to Christie's challenge, for she is a fierce competitor both on the track and off. She even owns up to six penalty points on her driving licence, incurred for racing against other cars on the motorway. Moments later, she offers me a lift back to New St Station in her souped-up Vauxhall Corsa. Against my better judgement, I accept. Like the rest of my encounter with Ashia Hansen, it is an interesting experience.

## Nerurkar forced out of London Marathon

BY KIERAN DALEY

BRITAIN LOST one of its principal hopes for April's London Marathon yesterday when Richard Nerurkar withdrew on medical advice.

Nerurkar, who finished fifth in the event two years ago, said: "I've struggled to find my best form in training and competition and following a series of medical tests I've had over the past three weeks I have been advised to take an extended period of quiet training."

"I am obviously very disappointed to have to withdraw. My priority now will be to return to top form and win a place in the marathon at the Sydney Olympics."

But there was some good news for the organisers when Portugal's Domingos Castro was confirmed as a runner. Castro, who has a personal best of 2hr 7min 51sec, set when he won the Rotterdam Marathon in 1997, last ran the London event in 1996 when he was sixth.

Dave Bedford, the event's international race director, expressed his delight at Castro's decision to compete in what many believe to be the greatest marathon field ever assembled. "The strength in depth will guarantee another highly competitive event, which is something people have come to expect from London," he said.

The veteran sprinter Merlene Ottey has warned her younger competitors that she is not ready to retire. Irritated by suggestions that she is on the verge of retirement, the 38-year-old Jamaican said that she is already "looking forward to next year".

That could mean going to Sydney for another attempt on Olympic gold - one of the few achievements that has eluded her. The Sydney Games would come just a few weeks before her 40th birthday. "I'm hoping to go to the Olympics if I'm running well," Ottey said.

Mozambique's Maria Mutola will look to rediscover her record-breaking form of three years ago when she runs in the 1,000 metres at the Stockholm Grand Prix meeting tonight. Mutola, the three-times world indoor champion, will attempt to break her own world record time of 2min 31.23sec, set at the same Stockholm track in 1996.

Mutola missed out on a new 800m mark in Lievin, France, at the weekend finishing half a second outside her own record. But she will look to get back in top form in Stockholm, in the final big test ahead of the World Indoor Championships in Japan in March.

The American Gail Devers, who ran 6.98 in the 50m at the Lievin event, could also go close to world record form. Strong performances in the men's events are expected from the Cuban trio of the high jumper Javier Sotomayor, Ivan Pedroso in the long jump and the world indoor 60m hurdles champion, Anier Garcia.

## TOMORROW

"There are a lot of people in the pits who would be very pleased to see them fall flat on their faces."

As Jacques Villeneuve's team prepare for the new season, Richard Williams looks ahead to what promises to be a tough year for Formula One's newcomers

## England are simply hopeless

Sir: Why do we continue to focus on the nature of Kevin Keegan's appointment and totally ignore the deep-rooted problems that taint our national game?

The England team has not won a major trophy for decades, and that is unlikely to change with the side being made up of largely overrated players of insular mentality.

Our Premiership far contains too many mediocre clubs and foreign journeymen who are playing at the expense of English professionals.

A true reflection of its standard is our post-Heysel European club record which is at best described as poor.

Kevin Keegan has a mountain to climb.  
NIALLO LOVEJOY  
Shenley Brook End, Bucks

## Blame foreigners for our failure

Sir: We must face the fact that, whatever messiah we may put in charge, England are unable to produce a side that can win anything in Europe, let alone the world. This will continue as long as Premier clubs pack their teams with foreign players, leaving insufficient chance for promising young Englishmen to play at the highest level.

Drastic action must be taken by the FA, such as limiting clubs to a maximum of two or three players on their books. Unless

and until something of this nature is done, the situation will not improve. Indeed, it may deteriorate further.  
GEORGE FREEMAN  
New Malden, Surrey

## Shirt-pullers need collars felt

Sir: Now it has been brought to general notice that there is such a thing as "gentlemanly conduct" in football, can we expect to see it applied to shirt-pulling which seems ignored by referees?  
MORGAN JONES  
Lyme Regis, Dorset

## Woodward is clearly clueless

Sir: Could you please tell me what planet Clive Woodward is from? Steve Hanley from Sale is a superstar in the making. Matt Perry is England's best full back by far. Mike Catt and Paul Grayson are not up to the standard of the modern game and yet Woodward still can't see that. Could someone please remind Woodward that the World Cup is this year.

It is no good having wonderful forwards (John Mitchell has done a superb job with them) if the

backs are not going to perform. It is time for Mitchell to take control.  
GARY STEWART  
Barbican, London EC2

## Sportsmanship an imported quality

Sir: Jeremy Gray (Letters, February 17) shares the misapprehension that the football practice of throwing the ball to the opposition after injuries originated in England. In fact, it came here from Continental football. It would be arrogant to

assume the English have a monopoly on sportsmanship. Look at Arsène Wenger! HARRY BOVIS, London, NW5

## Cards favour the poorer players

Sir: To their credit, some referees avoid whistling at the first sign of foul play, rather waiting to see if any advantage can occur. But, there comes a point during the foul, when this advantage can not only become a disadvantage, but can favour the offender. During the recent

Manchester United v Arsenal game, Roy Keane tugged Patrick Vieira's shirt, while at the same time attempting to chop him down.

Vieira, to his credit did not react at first, until the provocation was too much, at which point he raised his arm. Although it was clear who the perpetrator of the foul was, both players received the same card. This is just one incident in a long line where the perpetrator of the offence received the same punishment as the recipient.

Taken to the extreme, a poor player can kick a talented player, and draw a reaction. Both players are then sent off, and the advantage favours the offending team.

Obviously this is extreme, but how different are many other examples week-in week-out in the Premiership?  
GARY JACOB  
St Catherine's College, Oxford



# Channon's great Classic hope is dead

THE FLAT turf season, which begins a month tomorrow, will not be quite the same. Bint Allay, the champion juvenile filly who transfixed racegoers with her bewitching speed last season, will not be among the cast.

She died on Monday night after sustaining an injury on the gallops. With her goes the opportunity to witness once again an acceleration which is not gited to the many; with her goes much of the potency of the 1,000 Guineas, for which she was favourite; and with her goes the admirable Mick Channon's best chance to open his Classic account.

Bint Allay was in the midst of a conventional piece of work on Monday when she suffered traumatic damage to the bone between the shoulder and elbow of one of her front legs. Desperate attempts were made to save her.

"While doing a routine canter yesterday Bint Allay suffered a complete spiral fracture of her left fore humerus," Anthony Stroud, the racing manager to the filly's owner, Sheikh Ahmed Al Maktoum, reported yesterday. "She was given emergency first aid on site and transported to Donnington Grove Veterinary Surgery, where she was attended."

"They did everything in their power to save the filly but at 22.45 last evening it was confirmed that she should be euthanased on humane grounds."

Bint Allay was never a racehorse for the small print.

BY RICHARD EDMONDSON

Her reputation was enormous even before she set foot on a racecourse for the first time, at York last May. She lost to Pippa, whom Bint Allay later thrashed in the Queen Mary Stakes at Royal Ascot, who will go down as the only horse to beat her.

Bint Allay won the National Stakes at Sandown, when her devastating turn of foot was

**RICHARD EDMONDSON**  
Nap: Kathryn's Pet (Doncaster 3.05)  
NB: Count Karmuski (Doncaster 4.40)

first unfurled and Channon's first victory for the Maktoum family was registered. Another set of adversaries was lastly dispatched in the Lowther Stakes at York, a contest which established the filly as the best of her generation in Europe.

In the International Classification, the year-end official analysis, Bint Allay was rated 116, 2lb clear of Criquelette Head's Criticism de Maisons-Laffitte winner, Moirava. She was favourite across the board for the first fillies' Classic, despite undergoing an operation on an injured hock over the winter. Now there is nothing.

"On behalf of Sheikh Ahmed I would like to thank all of the vets and their staff for their tireless efforts and hard work."

Stroud added. "Mick Channon, who trained the filly so well; Candy Morris, who rode her; and her dedicated lass, Alwena Jones, who looked after her."

This loss will hurt Channon, though he will not show it. Bint Allay was among the first consignment of Maktoum horses he received. Also in the batch was the talented colt Josr Algarhoud, whom the trainer guided to success in the Gimcrack at York. Josr Algarhoud was subsequently spirited away to join Godolphin's winter exodus to Dubai. Channon did not cry then. He may feel like doing so now.

Potter Again was, as her name might suggest, not as fast as Bint Allay, but she did not know that. She too has left us, and she too departed in the supposed comfort of her home gallops. James Potter had only recently transferred the seven-year-old from David Nicholson's yard to David Evans at Long Mountain Farm near Welshpool.

"This is an awful thing to see and it's unfortunate for it to happen just after we got the horses from Mr Potter," Deborah Evans, the trainer's wife, said. "She was just doing a canter when it happened. It seemed the horse had a heart problem."

Potter Again was a moderate hurdler who last performed at Bangor and ran poorly. Bint Allay was a superstar. Both ran for our pleasure.



Bint Allay demonstrates her greatness with a smooth win in the Queen Mary Stakes at Royal Ascot last June

Julian Herbert/Allsport

## Illegal bookmakers in the frame

BY GREG WOOD

THERE WAS an unlikely star yesterday at the 25th annual general meeting of the Betting Office Licensees Association. Sixtyish, quiet and anonymous, he was sitting in the back of a pub in Wandsworth, taking bets from the regulars. What he did not know was that as he did so, the disapproving might of the 1,600 shop William Hill empire was pointing straight at him.

The man was an illegal bookmaker, which makes him Public Enemy No 1 as far as the members of BOLA are concerned. Along with other black-market layers from Chesterfield and Coalville, he featured in

video clips shot secretly by investigators from Hills, and used in recent court cases after which the liquor licences of the pubs concerned were revoked.

At yesterday's AGM, the footage was shown as evidence of the problem which faces legitimate bookies - and, therefore, racing in general - as millions of pounds continues to find its way into the pockets of their tax-free, illegal counterparts.

What the firm also managed, though, was to provide compelling evidence of the potential

market for legalised betting in pubs and clubs should the Government ever be minded to allow it. It is a possibility which racing's administrators, in their desperate search for extra money, have recently started to promote. But this was hardly a fair conclusion on a day when Peter Savill, the chairman of the British Horseracing Board, was among those who gathered to celebrate BOLA's quarter-century of service to bookies.

In a few months' time, Savill and Chris Bell, BOLA's chairman, may be on a war footing as negotiations continue to decide how much Britain's pun-

ters (via the Levy deducted by bookies) should pay to subsidise the prize-money paid to racehorse owners.

Savill, in his Financial Plan for Racing, has demanded another £80m from the Levy, but there was no indication yesterday that Bell, who is also the chief executive of Ladbrokes, or his fellow bookmakers have any intention of assisting him in his aim.

"I strongly believe that it is completely indefensible to suggest that the betting-shop punter pay more to the owner," Bell told yesterday's AGM. "It is like saying that the National

Lottery should be funding a Royal Opera House in every community. We have had the unenviable task of dealing with redundancies after the introduction of the National Lottery. We will not let the Financial Plan be the next catalyst for job losses in our industry."

Bell also expressed a hope that the negotiations will be "co-operative and constructive". Neither side shows any inclination to budge, however, and with his Ladbrokes hat on, it seems doubtful that Bell would offer odds any better than 10-1 against the prospect of peace

### ANTE-POST UPDATE

1,000 Guineas (1m)									
	C	H	L	S	T				
1. Bole (H. Cecil)	71	61	51	41	41				
2. Mares (M. Cecil)	71	61	71	121	41				
3. Bole (H. Cecil)	71	61	161	161	161				
4. Bole (H. Cecil)	161	51	21	161	51				
5. Bole (H. Cecil)	161	201	261	161	261				
6. Bole (H. Cecil)	161	261	161	161	261				
7. Bole (H. Cecil)	161	261	161	261	261				
8. Bole (H. Cecil)	161	261	261	261	261				
9. Bole (H. Cecil)	161	261	261	261	261				
10. Bole (H. Cecil)	161	261	261	261	261				
11. Bole (H. Cecil)	161	261	261	261	261				
12. Bole (H. Cecil)	161	261	261	261	261				
13. Bole (H. Cecil)	161	261	261	261	261				
14. Bole (H. Cecil)	161	261	261	261	261				
15. Bole (H. Cecil)	161	261	261	261	261				
16. Bole (H. Cecil)	161	261	261	261	261				
17. Bole (H. Cecil)	161	261	261	261	261				
18. Bole (H. Cecil)	161	261	261	261	261				
19. Bole (H. Cecil)	161	261	261	261	261				
20. Bole (H. Cecil)	161	261	261	261	261				

Eachway 2-11 odds, place 1-11 odds, 1-11 odds, 1-11 odds, 1-11 odds, 1-11 odds, 1-11 odds, 1-11 odds, 1-11 odds, 1-11 odds

### 2.00 Wynbury Flyer

2.30 Stomachache (4m) (H. Cecil) 71 61 51 41 41

3.05 Hov Invader 72 61 51 51 51

3.35 MANASIS (nap)

GOING: Good to Firm (Good in places)

Left-hand, post-chase, course.

Course: E. of town off the A638 (M19 Jct 3 & 4). ADMISSION: Club £5, Grand £10, £15, £20, £25, £30, £35, £40, £45, £50, £55, £60, £65, £70, £75, £80, £85, £90, £95, £100, £105, £110, £115, £120, £125, £130, £135, £140, £145, £150, £155, £160, £165, £170, £175, £180, £185, £190, £195, £200, £205, £210, £215, £220, £225, £230, £235, £240, £245, £250, £255, £260, £265, £270, £275, £280, £285, £290, £295, £300, £305, £310, £315, £320, £325, £330, £335, £340, £345, £350, £355, £360, £365, £370, £375, £380, £385, £390, £395, £400, £405, £410, £415, £420, £425, £430, £435, £440, £445, £450, £455, £460, £465, £470, £475, £480, £485, £490, £495, £500, £505, £510, £515, £520, £525, £530, £535, £540, £545, £550, £555, £560, £565, £570, £575, £580, £585, £590, £595, £600, £605, £610, £615, £620, £625, £630, £635, £640, £645, £650, £655, £660, £665, £670, £675, £680, £685, £690, £695, £700, £705, £710, £715, £720, £725, £730, £735, £740, £745, £750, £755, £760, £765, £770, £775, £780, £785, £790, £795, £800, £805, £810, £815, £820, £825, £830, 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# W Indies decide to put Lara on trial

IN THE latest twist to his turbulent career, Brian Lara has been put on probation as West Indies Test captain. The 29-year-old left-handed batsman, the most controversial and pampered of cricketers, has been grudgingly and conditionally given the captaincy for the first half of forthcoming home series against Australia. Although berating Lara, as well as manager, Clive Lloyd, and coach, Malcolm Marshall, for their part in the thrashing in the series in South Africa, the West Indies Cricket Board president, Pat Rousseau, announced they would be retained for the first two of the four Tests after which their status would be reviewed.

There was a lobby within the Board to replace Lara, but it was stymied by the absence of any authentic alternative. Neither of the two candidates most frequently mentioned in the run-up to the meeting, the batsman Jimmy Adams and the fast bowler Ian Bishop, are certain of a place in the team while Carl Hooper, even now away in Australia with his wife and recently born son, provided little inspiration in South Africa where he was vice-captain.

Rousseau's previous announcement concerning Lara was at Heathrow Airport in November, having to reinstate him after the WICB had stripped him of the captaincy during the players' strike at London airport that delayed the South African tour.

He now said that the WICB, at an eagerly anticipated all-day meeting in Antigua on Monday, had accepted its selection panel's recommendation to limit Lara's tenure in the series. But he made it plain that Lara had been read the riot act. It is not for the first time.

"We have told Mr Lara that he needs to make significant improvements in his leadership skills," Rousseau said at a press conference, beamed live on radio and television across the Caribbean. "We believe he has it in him to fulfil his poten-

## CRICKET

BY TONY COZIER  
in Bridgetown, Barbados

trial but we are not prepared to wait indefinitely.

According to Rousseau, Lara would have to convince the selectors that he can improve his relationship with his players, his discipline, his punctuality and his relationship with the coach and manager.

It is a tough agenda for someone as set in his ways as Lara. His turbulent career has been marked by high achievement, followed by a decline in recent years and repeated run-ins with the Board.

His 375 against England in Antigua and unbeaten 501 for Warwickshire against Durham at Edgbaston, both new records made in the space of six weeks between April and June, 1994, elevated him to an international reputation few cricketers have ever known. The resulting fame and fortune turned his life upside down and he has never been the same player - or the same man - since.

While his Test average has slipped from just under 50 and he has not scored a hundred for 13 Tests, his disciplinary record has become longer than any other West Indian.

Yet he has been groomed for captaincy since he was a teenager and the selectors first put him forward prior to the 1997 tour of Pakistan. But the WICB balked, rejected the recommendation and retained Courtney Walsh.

Lara was finally appointed prior to the England home series last year, following the West Indies' 3-0 drubbing in the Tests in Pakistan under Walsh. Triumph over England represented a confident and encouraging start, but the South African debacle revealed weaknesses in his leadership and were evident during his stint as Warwickshire captain last year when he was fined £2,000 for returning too late from Trinidad to play in a Sunday match.



Adam Dale is congratulated after taking his seventh West Indies Board XI wicket yesterday

Allsport

# England's youth warm to their one-day task

ENGLAND UNDER-19s warmed up for their forthcoming one-day series against New Zealand Under-19s with a convincing 110-run victory over Canterbury Emerging Players in Christchurch yesterday.

Chasing 261 to win in their 50 overs, Canterbury were well placed on 106 for 3 but capitulated, losing seven wickets for 150 off 39.5 overs.

With the Test series drawn 1-1, the success of this England tour hinges on these three limited overs contests, the first of which starts tomorrow in Christchurch.

England made an excellent start after winning the toss, as the captain, Michael Gough (83), and Ian Flanagan (93), built a magnificent opening

## England Under-19 260-6

Emerging Canterbury XI 150

England win by 110 runs

partnership of 158. However, England failed to reach 300, and finished with 260 for 6 from their 50 overs. The experiment of sending in Richard Logan, the hard-hitting pace bowler, after the loss of the first wicket did not work as he was bowled for one. The left-handed Michael Carberry, however, helped the middle order along with a fluent 43 not out.

Canterbury began well with Marcel McKenzie hitting a 72-ball half century, but when he holed out to Marc Symington off the excellent Matt Bulbeck, the wickets began to tumble and Canterbury fell considerably short.

## Seven wickets for Dale

Australia 156

West Indies Board XI 55

ADAM DALE took a career-best 7 for 24 to wreck the West Indies Board XI's first innings on the second day of the Australians' opening tour match yesterday.

At Antigua's Recreation Ground the Board XI, resuming on 1 for 3, were dismissed for 55 a few minutes before lunch. That represented something of a recovery after they had stumbled to 20 for 7 and 34 for 9.

Dale, having taken the wickets of Adrian Griffith and Wavell Hinds on Monday, trapped Matthew Sinclair leg-before for eight. Reynold McLean (0) steered Dale to Greg Blewett in the gully and Blewett took another catch, this time off Colin Miller, to dismiss Chris Gayle.

Dale also had Ryan Hinds caught at second slip by Matthew Elliott and next ball Ricardo Powell popped up a catch to Justin Langer at forward short-leg.

He ended the innings when Corey Collymore nicked a catch to wicketkeeper Ian Healy. Scoreboard, Digest, page 27

# Corby takes up cudgels for the clubs

## HOCKEY

By BILL COLWILL

MIKE CORBY, the former England and Great Britain international, has answered the calls from hockey's "grass-roots" to become involved in the game's administration and has agreed to stand for election as vice-president of the English Hockey Association.

Corby, whose 17-year international career included the 1964 and 1972 Olympics and who was also England's leading amateur squash player, announced in London yesterday that he will oppose the present incumbent, Peter Webb, having been nominated by the Middlesex County Association.

He told a press conference yesterday that, having kept in touch with his two clubs, Southgate and Hounslow, he knew it was the EHA's apparent indifference to the needs of clubs at all levels that had to be addressed. He said: "The head of hockey, in terms of elite performers, and the feet, in the development and coaching of players at clubs and in schools, appear to be reasonably provided for but it was the body between which was being neglected. Unnecessary risks are being taken."

Corby thinks proposals for the reform of club hockey were too radical and cut across the whole roots of the game in England. That message, heard from clubs up and down the country, comes through strongly in tomorrow evening's Radio Five Live On the Line investigation.

Clubs are being lost together with the social side of hockey, which is so very important to the great mass of hockey players. The artificial pitches revolution of 20 years ago had devastating consequences on the social fabric of the game as many clubs' time to devote to the game.

A former Lloyd's Insurance Broker, he is the owner and chairman of Mike Corby Holdings, which has 10 leisure centres in London, and holds numerous other directorships. In addition, he is no stranger to sporting politics. As a vice-president of the Squash Racquets Association in the Nineties, he backed Jon Barrington for president, a move which culminated in the departure of Sir Michael Edwards as president.

"I feel that with my vast sporting and business connections I should be able to make a useful contribution," he said. The man who, as the director of Olympic affairs for the World Squash Federation, has the task of having squash accepted as an Olympic sport, clearly feels he has something to offer hockey and is prepared to devote the time to doing it.

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# New challenge for Anneka

A LIGHTHEARTED campaign to get women interested in "Carnival Cricket" was launched at Lord's yesterday, with Anneka Rice as its figurehead. Rice is not a cricket fan but hopes by the start of the World Cup on 14 May that she, along with any uncommitted female observer, will know "a full toss from a googly".

A magazine called *Bodyline* will be available as part of the provocative advertising for the tournament. The front cover displays a well-muscled cricketer - with torso bare and head not showing, shining an orange on his whites.

Rice said: "It's a really interesting brief to try and put over the appeal of the World Cup to women. It's quite a dodgy sport. It does drag on and then it's tea. It's difficult to see the light at the end of the tunnel."

"But one-day cricket is a master stroke. When it is all over you have time for a gin and tonic and *Blind Date*."

Dale also had Ryan Hinds caught at second slip by Matthew Elliott and next ball Ricardo Powell popped up a catch to Justin Langer at forward short-leg.

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## FOLKESTONE

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## WOLVERHAMPTON

### HYPERION

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2.10 State Wind 2.40 C-Harry 3.15 Green Bop-

2.10 State Wind 2.40 C-Harry 3.15 Green Bop-

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# Faldo relishing his shot at Tiger

ALLENAS it is for Americans to underest anything, golf's new global era, which begins today with the Andersen Consulting World Matchplay Championship at La Costa, is being promoted with the slogan: "Now destiny has a tee time". Actually, the most interesting tee time of today's first round is that at 10.44am (18.44 GMT) when Tiger Woods plays Nick Faldo.

**GOLF**  
BY ANDY FARRELL  
in Carlsbad, California

gearing himself up for this for the last month," said Sweden's Jesper Parnevik.

Woods won his first tournament for nine months two weeks ago and was runner-up to Ernie Els in Los Angeles at the weekend. In stark contrast, Faldo has missed two cuts in three tournaments this season and only made the elite 64-man field when Jumbo Ozaki's withdrawal took the entry list down to 65th in the world. "It's a good opportunity for me,"

Faldo said. "The odds are not that great but I'm not intimidated. My golf has been a mixture of karate and rap. It's called 'krap'."

Nothing but a quick return to his best will do for the six-times major champion. But rather like when he suddenly found himself in contention at the Masters in 1996, the 41-year-old is still motivated by the biggest challenges. One thing that is in favour of all the underdogs this week is the fact that a match over 18-holes narrows the margins.

"It is like a sprint while with 36 holes stamina and strategy comes into it a bit more," said

Faldo, who has twice won Wentworth's autumnal World Match Play, which is played over the classic 36-hole distance. Colin Montgomerie equates 18-holes to just one set of tees, but a better analogy is best of three sets as opposed to the best of five in the majors.

Woods beat Ian Woosnam and Lee Westwood before losing to Mark O'Meara at Wentworth in October but has been caught out over 18 holes. He lost to Costantino Rocca at the 1997 Ryder Cup and to Santiago Luna in the Alfred Dunhill Cup last year. With O'Meara, he also lost a fourball match to Faldo and Westwood at Valderrama.

"That week I learnt how good Nick is at matchplay and to never write him off," Westwood said. "He is more than capable of beating Tiger." After his first look at the La Costa course, where Woods won the Mercedes Championship in 1997, Westwood did however agree the lay-out was set up perfectly for the world No 1. "If you can drive the ball 285 yards, you don't have to be that straight. It is disappointing to see 40-yard fairways at a prestigious event like this."

Westwood, who is not looking past his first-round encounter with Argentina's Eduardo Romero, is a fan of the format.

"We don't play enough matchplay," he said. "This is a great addition and is going to be an exciting week."

But whereas Europeans grow up playing matchplay tournaments, the format is less widespread in the States. The *New York Times*, no less, ran the simplest of guides to matchplay on Monday while David Duval, the world No 2, is suspicious.

"I am not the biggest fan," Duval said. "You never get what you deserve. I think everybody is a little anxious and apprehensive to see how it comes off. You could conceivably have the No 1 player in the

world shoot six under and get beat, and the No 2 player might shoot three over and win. That's not right."

But it is matchplay, which Woods, in contrast, calls "a true test of a player's character". Els, O'Meara and Vijay Singh, all recent Wentworth champions, should be his main rivals, as might Montgomerie if the Scot can get past his heavy-weight first-round tie with local Craig Stadler. Monty won the same sponsor's last unofficial event but whoever collects the \$1m (£625,000) this week will have to win six hard matches and probably have to beat the world No 1.



Faldo: 'Not intimidated'

"Tiger Woods is the man to beat," said Fred Couples. "Look at his record in matchplay. I would think he is licking his chops. When you are a great player, he should be there the whole match. It's going to take a great match to take Tiger to the 18th hole."

## Owen a hit under the hammer

Nick Harris sees football memorabilia excite bidders' interest at Sotheby's

MICHAEL OWEN is worth more than Jimmy Greaves but is still some way from matching Roger Hunt. That was the message sent out yesterday at an auction of football memorabilia at Sotheby's in London.

While a shirt destined to be used by Liverpool's teenage England striker during last year's World Cup (a spare shirt, incidentally, that was probably never even seen by Owen, let alone worn by him) fetched £2,415, two items from Greaves' wardrobe failed to make their reserve prices and were not sold.

The highlight of the day was the sale of the red No 21 shirt worn by Hunt in England's 1966 World Cup final victory over Germany. Bidding started at £4,500, reached £10,000 within a matter of seconds, stalled around £15,000 as two prospective buyers in the room waited to see if a telephone caller would up the ante, and was eventually sold for £17,250.

The buyer, Gordon Mousinho, is a British collector of football memorabilia now resident in the United States. "I've been after the shirt for a little while so I was very pleased to get it," he said of the latest addition to his 1966 treasures.

As well as adding Hunt's shirt to a collection which already includes another jersey from the 1966 final (that of the German Lothar Emmerich) and a sheet of paper autographed by the England squad the night before the game, Mousinho yesterday also bought the official match report from England's finest two hours. The 12th Telex print-out of the game, sent in short snatches around the world throughout the game by the General Post Office's Wembley press officer, sold for £977.

Compared with prices paid in the past, Mousinho's expenditure yesterday was modest. At a

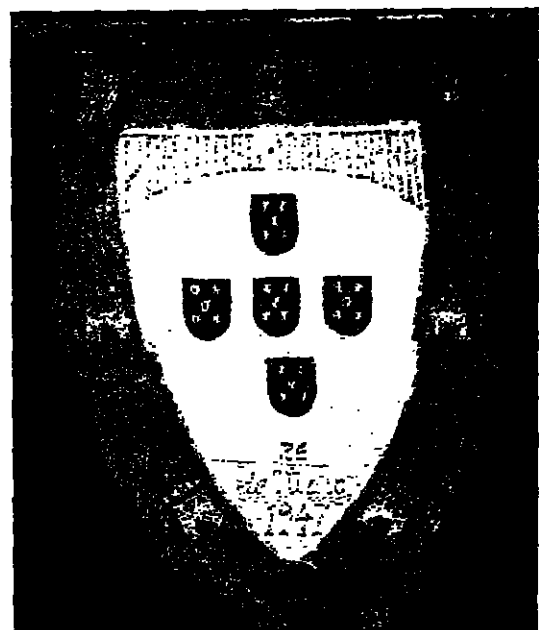
Sotheby's auction two years ago, a replica Jules Rimet trophy was sold for £254,500. Even individual match programmes, such as a mint condition copy from the 1915 FA Cup final, have been known to fetch £10,000 or more.

"There's a healthy football memorabilia market and more people are coming into it all the time," Grant MacDougall, a specialist at Christie's, the country's other main auctioneers, said. Christie's first ran a dedicated football auction in 1969 which drew around 70 people and made a total of £50,000. Last year, MacDougall said, his company staged two football auctions, and more than 200 people attended each and spent some £575,000.

"The interest in these auctions speaks for itself," MacDougall said. "The past is the future in football." MacDougall added that typical buyers fall into two main categories: fans who are looking for a "special" purchase relating to a specific club or player they follow; and general football hobbyists who collect for pleasure. Serious investors, he said, whose sole aim is making money, are few and far between in this market.

"There may well be people who buy with a view to investing but it's not something I'd advise purely as investment," he said. "You're never sure what will happen in the future."

One example of fluctuating fashions was seen at Sotheby's yesterday when two Jimmy Greaves' shirts failed to sell. As one of the legendary England player's tops failed to meet its reserve price of £300 and then another - from a 1965 England v Scotland inter-league game - was withdrawn because it only reached £300, the auctioneer said: "Poor old Jimmy Greaves doesn't seem very popular." Michael Owen beware.



Among the items sold at Sotheby's football auction yesterday were (clockwise from top): An official review of the 1938 World Cup in France, that fetched £2,760; 'The Book of Football', a complete history and record of the game, from 1906, that made £1,150; a 1924 FA Cup final programme, which sold for £2,185; the Portuguese FA pennant from England's 10-0 win in Lisbon in 1947, which made £1,265

## Wales told to play at Anfield

By PAUL WALKER

WALES ARE considering an appeal against Uefa's decision to prevent them from playing their European Championship qualifier with Denmark in their capital. Football's European governing body is insisting the fixture, on 9 June, will have to be played at Anfield - the original venue - despite Wales' pleas to be allowed to stage the match in Cardiff.

The decision has been condemned by the Wales captain, Gary Speed, the coach, Graham Williams, and the Football Association of Wales president, John Owen Hughes.

The Danes complained that they wanted to have the same conditions as Italy when they faced Wales at Anfield last September. They also told Uefa they planned to bring 4,000 supporters to Wales and that Ninian Park could not accommodate them.

Speed was at the forefront of the campaign to switch the match to the Welsh capital following the success of the October tie there with Belarus.

"The Danes must have kicked up one hell of a fuss for Uefa to turn down Wales' request," Speed said. "It's now up to the players to make Denmark pay at Anfield - and it makes me even more determined to beat them. It's clear that Denmark feel we are a serious threat to them."

Wales' full FA council meets tomorrow and by then Hughes hopes that a proposal to appeal can be put to the meeting in Welshpool. "We knew this would cost us money after deciding not to play at Anfield as we would have to compensate Liverpool," Hughes said. "But we knew the players and the supporters wanted it, so we approached Uefa. We want victory not money."

"We are certainly investigating the possibility of an appeal. The complaints from Denmark are centred around wanting the same treatment as Italy got and because they seem to want to bring 4,000 fans with them and said they couldn't have that many at Ninian Park. But they are entitled to 10 per cent, not a set figure. If it had been Cardiff they would have had 1,200 tickets. Let's face it, some people might want 50 Cup final tickets but have to accept they can have just one."

The Wales coach, Bobby Gould, is on holiday in Mauritius but his assistant Williams said Uefa's decision was "shocking". He said: "Does that mean that when teams get drawn at places like San Marino and the Faroe Islands that big nations are going to be able to say they are not prepared to play in those stadiums or countries?"

"And now, can Belarus complain because they had to play in Cardiff and lost? Are they going to say they should have been given the same conditions as Italy and Denmark? It's a nonsense."

Now Switzerland, who play Wales on 10 October in the final group match, also want to play at Anfield. Their match was scheduled for Cardiff, with Wales hoping to use the Millennium Stadium, which should be completed by then. But that will not be possible now because the date coincides with a Rugby World Cup match and police have refused to allow the international to be played at Ninian Park on the same night.

Wales are hoping to take the game to Wrexham, but the Swiss could object to that and ask Uefa to make Wales use Anfield again.

## Dundee United shun Dundee merger talk Leeds seeking extra security

DUNDEE UNITED are playing down a possible merger with Dundee, claiming there is no reason for change as they are the dominant football partner on Tayside.

A phone poll showed 58 per cent of fans in the city thought a merger was the correct way forward. The Dundee chief executive, Peter Marr, then indicated he would be willing to hold talks with his counterparts. But United believe the clubs are not equal and put their point emphatically in a statement yesterday, sanctioned by their chairman, Jim McLean. It read: "We wish to make it clear that no consideration whatsoever has been or will be given to a merger or amalgamation with Dundee."

"The only basis on which we could consider jointly working with Dundee would be a takeover by us. Dundee is a club about to invest heavily in its stadium. Dundee United is a club which has already invested £10million in its own stadium. "We have worked hard to retain a healthy balance sheet, have ensured there are significant resources continually available to the manager to add to the playing staff and is presently pursuing its own long-term plans for major external investment. On that basis the clubs are not equal. We fully understand, however, that at present takeover is not an option that is acceptable to Dundee or its supporters."

Dundee are redeveloping their Dens Park stadium in accordance with Premier League guidelines. But while they say a merger is not in their thoughts they admit they do not have the funding yet to carry out the work, which must be completed by July.

Their vice-chairman, Derek Souter, said: "We would like to confirm we are not planning to merge or ground share with Dundee United. The proposed redevelopment plans at Dens Park, an absolute requirement to maintain SPL status, will be going ahead."

"However, it has to be stressed that due to a combination of factors the club does not have all the necessary funding in place at this time. The primary objective of the board within the next two months is to ensure this funding gap is bridged."

A small band of Dundee fans staged a demonstration against any possible merger at Dens Park on Saturday after the 6-1 defeat by Rangers. Souter said: "Perhaps it takes times and events like those experienced last week to get people to focus on just how much Dundee means to them. It has certainly reinforced to all at Dundee how much our supporters love the club."

Viduka signed for Celtic before Christmas but then walked out on the club without playing a game, saying he was suffering from emotional stress. He spent Christmas in Australia but reappeared at Parkhead after the winter break.

A Fifa spokeswoman said: "The case is still being handled as we need to complete our dossier. The clubs and the Australian authorities have been given a three-week deadline to supply the documentation."

Celtic face Dundee United at Parkhead on Saturday, but Viduka is likely to continue to build up his fitness with the second team.

This latest setback has infuriated Celtic officials, who maintain they should have been paid in full. Their spokesman, Goran Bradic, said: "What can we do? It is ridiculous that Celtic don't want to pay. We are not the guilty party in this situation yet we are continually being punished."

The Croatian club after a transfer fee of £2m had been agreed. Fergus McCann, the Parkhead managing director, withheld £2.1m to give Viduka's former Australian club their £600,000 share. The player, who has yet to make a first team appearance, is due £1.5m, paid in instalments.

Celtic forwarded £900,000 to

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## Atletico consider Amato to ease striker crisis

ATLETICO MADRID could move for the Rangers striker Gabriel Amato if they fail to secure the services of Juan Antonio Pizzi. The Spanish club have admitted being interested in the Argentinean, who was training as usual yesterday with the Scottish Premier League leaders.

Amato, a £4.2m summer signing from Real Mallorca, has apparently become frustrated at his lack of first-team opportunities. Now he may be poised for a move back to Spain as Atletico need cover for the injured pair of Kiko and Fernando Correa.

A club spokeswoman said:

"Amato is just one of 20 players on our list. We have to look at all the options and weigh everything up before we come to a decision."

The Spanish striker Pizzi, now playing in Argentina for River Plate, is believed to be the prime target, but Atletico might have to consider another option as they face a compensation claim from his former club, Barcelona, if he returns to Spain.

Atletico's caretaker-manager, Carlos Aguilar, said: "We are about to complete the signing of a striker. Nothing has been confirmed yet but it is close."

Rangers have been in prolix

form recently and the 28-year-old Amato was among the substitutes again at the weekend in the 6-1 defeat of Dundee. Rod Wallace, Jonatan Johansson and Stéphane Guivarch are all being selected ahead of him.

Across Glasgow, the Mark Viduka transfer wrangle is set to rumble on for another three weeks. Fifa, football's world governing body, has requested additional information from Celtic and Croatia Zagreb as well as the Australian football authorities. Fifa has given the three parties until 13 March to supply the documentation required.

Celtic forwarded £900,000 to

سكنا من الاصل



# Clubs set to end European boycott

ENGLISH RUGBY'S exasperated rank and file will believe it when they see it - after three long years of boardroom backbiting, it would be easier to sell the Second Coming to a confirmed atheist - but the most powerful figure at Twickenham is confident that at least one of the game's major political disputes is about to be solved. Francis Baron, the chief executive of the Rugby Football Union, said yesterday that the Allied Dunbar Premiership clubs were likely to abandon their boycott of the European Cup and play in next season's competition.

**RUGBY UNION**  
BY CHRIS HEWITT

been made on this front," reported Baron during the course of a wide-ranging interim briefing on the thousand and one off-field issues still plaguing the sport as it attempts to cope with the growing pains of professionalism. "There will be a meeting next week, perhaps on Monday or Tuesday, between all interested parties and I'm very hopeful that a deal, or at least the basis of a deal, can be struck. The RFU wants to see English clubs competing in Europe next season and we

have pursued that aim as a matter of the utmost urgency." No one will celebrate a rapprochement between the Premiership clubs and their British, Irish and Continental cousins more than the players, for whom the 12-month stand-off has achieved precisely nothing. While Baron accepted that delicate negotiations still lay ahead - a proposal by the English and French clubs to restrict the three Celtic nations to only seven places in a 20-team competition has not provoked much dancing in the streets of Cardiff, Edinburgh or Dublin - the chances of creating a £30m tournament next season

depend on agreement. The current organising body will meet in Lyon before Saturday's £2,000 sell-out European Shield final between Bourgoin and Montfermeil to prepare the ground for a truce. Sadly, that was about the extent of Baron's good news. The chief executive refused to be drawn on the RFU's response to the substantial fines imposed by the International Rugby Board at recent disciplinary hearings, but it was clear that the union remained split down the middle on the issue. Having spent more than £520,000 on legal expenses in 1997-98 and a whole lot more

during the financial year that ends this summer, the Twickenham hierarchy has yet to decide whether to fight the world governing body in the courts or simply pay up. "We could have bought our own law firm with the money we've splashed out on lawyers and consultants; the cost of all the factional infighting is there on the bottom line in horrible red ink," admitted Baron, who imposed heavy job losses on the Twickenham workforce last month. "My stated objective is to return the union to the black and to make it the financial powerhouse of the game, but we've lost £10.3m over the last

two years and while revenue went up by 228 per cent during that time, our costs rose by 309 per cent. If a plc had presented those figures to the City, a lot of heads would have rolled." He also accepted that Bristol's move to obtain a top-flight Premiership place through the back door by buying London Scottish - and, by extension, Cardiff's rumoured interest in purchasing West Hartlepool - was a regulatory nightmare waiting to happen. "Rugby's rules were not drawn up to cater for the realities of the commercial world," he said. "The fact is that any sporting organisation's regulations are

subject to national and European law. We need to tighten up our rules and we are working on it, but we don't want to frame anything that will send a stream of people rushing off to Brussels for legal redress. These are very, very difficult times."

## BBC lead in ratings battle

BY TOM SUTTON

THE FIVE Nations' Championship is almost at the halfway stage - but the battle for viewers is only just begun. Ratings for last weekend's fixtures corresponded favourably to those at a similar stage last year, with the BBC leading the way.

However, although the Beeb have live coverage of eight of the 10 Five Nations games this season, the loss of England home games is keenly felt. Last season, the corporation attracted an average audience of 5.4 million for the Calcutta Cup at Murrayfield, but were only able to muster 3.7 million for their live coverage of Ireland's win against Wales at Wembley.

In contrast Sky Sports recorded 636,000 - up almost 25 per cent on their live coverage of the England-France game at Twickenham last season. ITV pulled in 2.5 million for their highlights programme last Saturday. Sky paid £87m for their exclusive contract to show England matches at Twickenham, which lasts until 2001. But the BBC have already set their sights on recapturing the full rights to the event.

"Obviously we would want more watching," said a BBC spokesman, Mike Day. "But we are happy. Rugby is an investment and when the England contract comes up again, we will be in their pitching."

A spokesman for Sky TV refused to comment on the figures, insisting they did not take into account the number of people who may have watched the game in pubs and clubs. However, he declared the company "satisfied" with viewing figures for rugby union.

England and New Zealand will be among 32 teams from all parts of the globe taking part in this year's World Junior Under-19s Championship. The competition, which takes place in Wales from 24 March to 4 April, has attracted every leading rugby-playing nation with the exception of Australia. Fifty-six matches involving 1,000 players will be held at venues in Wales.

The defending champions, Ireland, among 16 countries grouped in the first division of the tournament, begin their campaign against Georgia at Duvant on 26 March.

England open up with a match against the host nation, Wales, on the same day, while New Zealand begin against Romania. Although competitors are bracketed in groups of four, the event is effectively a knockout affair culminating in the final on 4 April at Llanelli. Emerging nations such as Taiwan, Morocco and Brazil will participate in the competition's third category.

## Confident Korda returns in style

PETR KORDA, wryly described as "an unbanned substance" in the latest edition of *Tennis World*, continued to ply his trade yesterday, winning his first match in London since testing positive for the steroid nandrolone at Wimbledon last summer.

The 31-year-old Czech had his best win of the year so far, defeating the South African Wayne Ferreira, 6-3, 6-4, to advance to the second round of the £510,000 Guardian Direct Cup.

The left-hander's confidence grew to the point where he delivered four aces in his penultimate service game. The only mishap came early in the second set when the umpire, Mike Morrissey, was stung by a wasp and the trainer was called to treat him.

A year ago Korda was ranked No 2 in the world after winning the Australian Open and had opportunities to overtake Pete Sampras at the head of the game. This week his ranking has dropped to No 75, only two places above the semi-retired Boris Becker.

As if to underline the opportunity Korda missed, Russia's Yevgeny Kafelnikov, the newly crowned Australian Open champion and current world No 2, is now within two wins of supplanting Sampras. Kafelnikov, who needs to advance to the semi-finals to rise to the top, won his opening match against Sweden's Magnus Gustafsson yesterday, 6-2, 6-3.

Korda's lawyers are due in the Court of Appeal in London next month, when the International Tennis Federation will challenge a High Court judge's ruling preventing them from taking Korda to the Court of Arbitration for Sport in Switzerland.

Describing the moment he was told last July that he had tested positive as a "shock to

**TENNIS**

BY JOHN ROBERTS  
at Battersea Park

my terms" (ranked No 3 at the time, he has since won only six of 23 matches), Korda said playing through to the end of last season in the knowledge that his appeal was due to be heard by an ITF panel was "the hardest thing".

He added that he "was realistic" when returning to Australia in January to defend his title (the lost to Todd Martin in the third round). "I knew the first few months were going to be as tough as hell," he said. "I knew I would get the media attention, which I am not really used to, and I knew that it was going to be tough on the court."

As for the reaction of his fellow players, Korda said there was "no problem at all, nobody was going after me". Jim Courier, the former world No 1, had expressed his point of view personally, Korda said, adding that he disregarded comments players had made to newspapers, including re-

**BATTERSEA RESULTS**

**FIRST ROUND**  
T Johansson (Swe) bt P Lusa (Cz Rep) 6-2 6-4; P Korda (Cz Rep) bt W Ferreira (SA) 6-3 6-4; B Black (Zim) bt K Alami (Mor) 6-1 1-6 6-6; G Roca (Fr) bt D Vacek (Cz Rep) 6-4 6-3; N Kiefer (Ger) bt C Pinede (Fr) 5-7 6-2 7-5.

**TODAY'S ORDER OF PLAY**

Centre Court (10:30am start): J M Gambill (US) v D Sanguinetti (It). Nov before noon: (6) T Ekvist (Swe) v D Prinosel (Ger). Nov before 2:30pm: (4) R Krajicek (Neth) v N Kiefer (Ger), followed by (7) G Karlovic (Cro) v H Asad (Mor). Nov before 7pm: J Korda (Cz Rep) v D Vacek (Cz Rep) (US & P Hahnel (Neth) v B Black (Zim) & W Ferreira (SA).

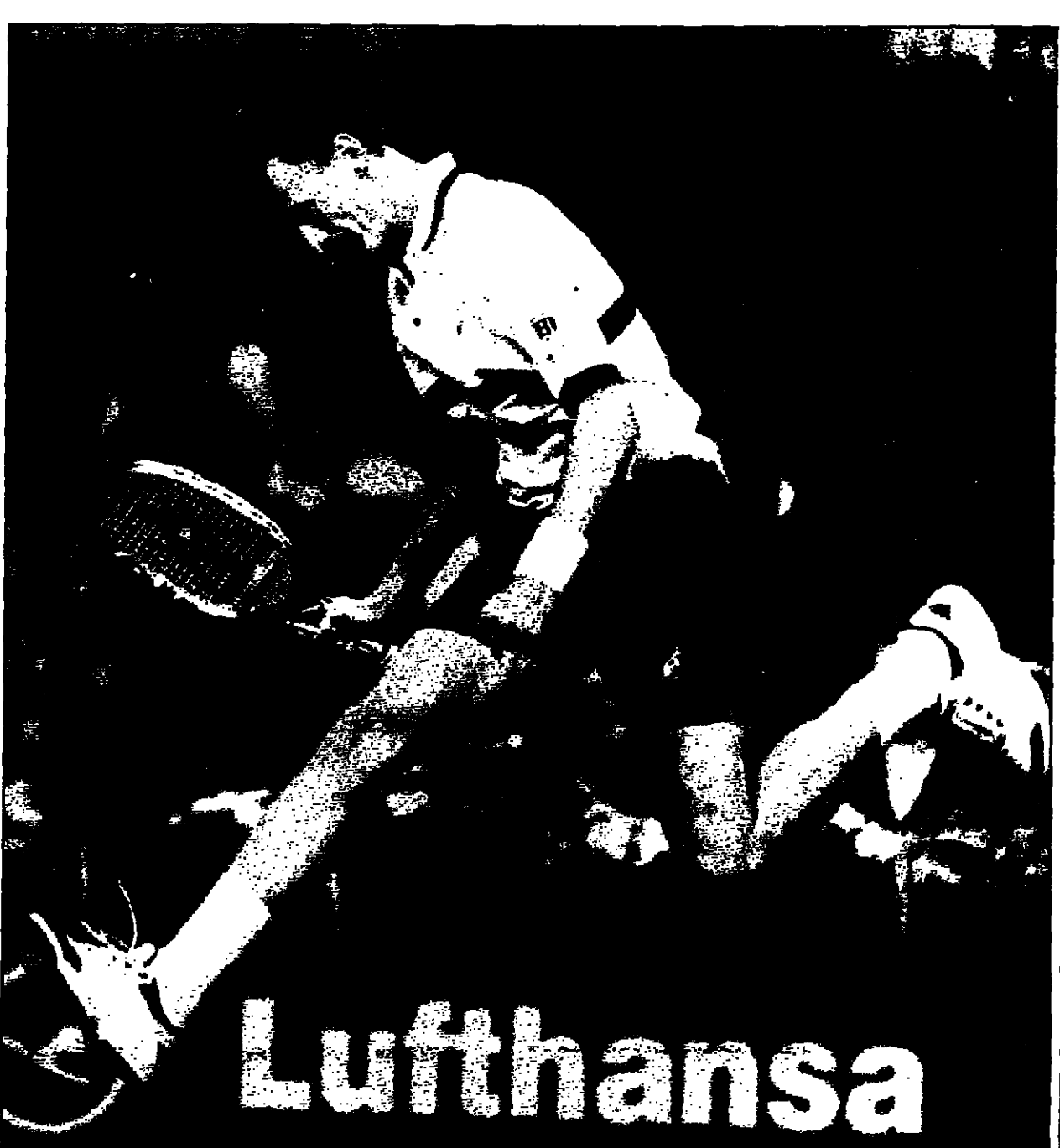
marks by Greg Rusedski. "I am not counting any person who is critical behind my back," Korda said. "He is not challenging me unless he talks to me. He cannot laugh at me, and be nice. If he wants to say something, I'm here. I can come and really talk to him any time. What ever he said in the newspapers, I am the person who is cleaning in front of my house. I don't think Greg or anyone else has a right to clean my house."

"First of all, Greg doesn't know the rules well and doesn't know the case. Once it is over, maybe it is going to be [explained] in the media, maybe it is going to be different. I am not ever going to be offensive to anyone. What happened, happened, and if somebody is critical in the papers, what can I do? Everybody has the right to express themselves."

The sight of 188 players competing at Wimbledon without prize-money - and umpiring their own matches until the later stages of the tournament - will be a feature of the 75th anniversary of the International Club during the week of 2 to 7 August.

This throwback to the amateur ethos represents the largest mixed-tennis tournament ever held in the United Kingdom, with 31 men's and 22 women's teams travelling to the All England Club to play on six of the outside courts during the Wimbledon Championships. Spectators will be able to gain entry to the event by paying £5 for a programme.

Chris Wilkinson, 29, and Mark Petchey, 23, will play for Britain in the under-45 event, and Robin Drysdale and Phil Smiter have been nominated for the veterans' event. Smiter is the holder of the ITF over-45 doubles title in partnership with Brian Greatrex. Anthea Stewart, who recently



Petr Korda takes to the air after his victory over Wayne Ferreira at Battersea Park yesterday

Allyson

won the British indoor over-40 championship, will compete in the International Club's over-40 event.

The International Club, established to "promote, by social

union and match-play, good fellowship among players who have borne their rackets overseas", was founded at the Royal Automobile Club in London in 1924.

There was a minute's silence at the Battersea tournament yesterday in memory of the Dutch player Menno Oosting, who was killed in a car crash on Monday night while re-

turning home from a tournament in Cherbourg, France. Oosting, 34, was ranked a career-best No 72 in the world singles in 1988, and No 20 in doubles in 1995.

### SPORTING DIGEST

#### AMERICAN FOOTBALL

Chip Myers, who was recently promoted by the Minnesota Vikings from quarterbacks coach to offensive co-ordinator, has died of a heart attack at the age of 53.

#### BASKETBALL

NBA: Chicago 77 Atlanta 68; Orlando 105 Cleveland 97; Orlando 107 Sacramento 95; Denver 117 LA Lakers 101; Minnesota 95 San Antonio 89; Phoenix 101 Dallas 83; Utah 104 LA Clippers 89.

#### ENGLAND TEAM

England's 1999 squad, announced by the Football Association, includes: Goalkeepers: Peter Shilton, David James, Stuart Pearce, and Paul Robinson.

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#### CRICKET

Micky Stewart, the former England manager, has been nominated for a second year as president of Surrey. Subject to approval at the club's annual meeting in April, the former Prime Minister John Major will also be re-elected as deputy president.

#### THE FINAL OF THE ONE-DAY INTERNATIONAL TRIANGLE SERIES BETWEEN ENGLAND, ZIMBABWE AND THE HOSTS SOUTH AFRICA

will be played on 28 February. The dates of three round-robin matches have also been changed. South Africa meet Zimbabwe in Durban on 2 February and play England in East London on 4 February. Zimbabwe meet England in Centurion on 9 February.

#### FOOTBALL

Paul Shepherd, the Leeds utility defender, has joined Tottenham on a month's loan with a view to a permanent move.

Rushden and Diamonds, of the National Conference, have agreed to release 6ft 7in Ian Frewer so he can return to Major League Soccer with Colorado Rapids. The 27-year-old American goalkeeper, who played in the FA Cup ties with Leeds, had hoped to secure a move to a top English side after previous spells with West Ham and Luton but has opted to return to the States.

Major League Soccer yesterday revealed the No 2 executive Sunil Gulati, from his duties as deputy commissioner.

FA COUNCIL: The FA Council has agreed to play 12 matches, second leg ties to be played 20 March.

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#### WEST INDIES BOARD XI

(Overnight 1 for 3)  
R McLaren c Blevett b Dale 0  
M Sinclair b W Dale 0  
R Hinde c Blevett b Miller 0  
N Gayle c Blevett b Miller 0  
R Powell c Langer b Dale 0  
P Collins not out 21  
D Moe c Bichel b Miller 0  
C Collymore c Healy b Dale 0  
Barras (40 101)  
Total (overnight): 4-12 5-17 6-20 7-20 8-30 9-34  
Barrington: Michael 9-5-12-1; Dale 14-5-6-24-7; Miller 6-14-2.

#### FOOTBALL

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#### ROUND ONE OFF TIMES (all times GMT)

US (all times GMT): 1932 N Price (Zim) v F Minola (Phil); 1940 J Magner v F Pusk; 1948 J Lechner v M A Jimenez (Sp); 1956 S Stricker v S Maruyama (Jpn); 1964 P McElroy v N Costa (Arg); 1972 L Jansen v D Day; 1980 J Park v P Spilard (Swe); 1988 M Calcutt v C C Franco (Per); 1996 S Singh (Fiji) v R Meddier; 1994 B Langer (Ger) v B Fawc; 1992 E (SA) v P Azzmer; 1990 H Sutton v L Bohner; 1988 J Hargreaves (GB) v F Romero (Arg); 1976 G Norman (Aus) v J Cook; 1974 C Montgomerie (GB) v J Stadler; 1972 J Hudson v B Egan; 1740 J Parkin (Swe) v C Parry (Aus); 1748 P Stewart v C Parry (Aus); 1756 D Clarke (GB) v A Hargre; 1804 B Watts v I Blom (Den); 1812 F Couper v D Hart; 1820 S Hoch v I Neumann (GB); 1828 S Blingington (Aus) v S Jones; 1836 T Letman v S Verplanck; 1844 W Woods v N Fallo (GB); 1852 T Watson v B Tway; 1900 D Duval v S Lantry (Aus); 1908 S Appleby (Aus) v B Gleson; 1916 D Lowe v S Pate; 1924 J Sturton v B Jobe; 1932 M O'Meara v M Bradley; 1940 J M O'Meara v M Bradley; 1948 J M O'Meara v M Bradley; 1956 J M O'Meara v M Bradley; 1964 J M O'Meara v M Bradley; 1972 J M O'Meara v M Bradley; 1980 J M O'Meara v M Bradley; 1988 J M O'Meara v M Bradley; 1996 J M O'Meara v M Bradley; 1994 J M O'Meara v M Bradley; 1992 J M O'Meara v M Bradley; 1990 J M O'Meara v M Bradley; 1988 J M O'Meara v M Bradley; 1986 J M O'Meara v M Bradley; 1984 J M O'Meara v M Bradley; 1982 J M O'Meara v M Bradley; 1980 J M O'Meara v M Bradley; 1978 J M O'Meara v M Bradley; 1976 J M O'Meara v M Bradley; 1974 J M O'Meara v M Bradley; 1972 J M O'Meara v M Bradley; 1970 J M O'Meara v M Bradley; 1968 J M O'Meara v M Bradley; 1966 J M O'Meara v M Bradley; 1964 J M O'Meara v M Bradley; 1962 J M O'Meara v M Bradley; 1960 J M O'Meara v M Bradley; 1958 J M O'Meara v M Bradley; 1956 J M O'Meara v M Bradley; 1954 J M O'Meara v M Bradley; 1952 J M O'Meara v M Bradley; 1950 J M O'Meara v M Bradley; 1948 J M O'Meara v M Bradley; 1946 J M O'Meara v M Bradley; 1944 J M O'Meara v M Bradley; 1942 J M O'Meara v M Bradley; 1940 J M O'Meara v M Bradley; 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## SPORT

MONEY-MAKING MEMORIES P26 • HANSEN'S GOLDEN DREAM P23

## Ronaldo to miss United game

ALEX FERGUSON was last night refusing to play the guessing game surrounding Ronaldo.

Massimo Moratti, the Internazionale president, has claimed the striker is almost certain to miss next Wednesday's Champions League match against Manchester United at Old Trafford because of a knee injury.

United, however, are wary of being duped by Inter and their manager said: "The only thing we're doing is preparing ourselves to play well in a tough match against formidable opposition. We'll continue to

FOOTBALL  
BY JOHN CURTIS

do that with or without Ronaldo in their ranks. It won't change our outlook on the game at all."

Moratti claims Ronaldo has not completely recovered from tendinitis of the knee, which has affected him since the beginning of the season.

His condition has improved, but it is practically ruled out that we will see him in the Champions League. He will only play when he has completely recovered."

Ronaldo, 22, has reportedly

been refusing to play for Inter because of the pain in his knee and he sat in the stands for Sunday's Serie A game with Lazio even though he had been passed fit.

He has only played 16 championship games for Inter, who have had a disappointing season so far.

United have been doing their homework on the Italians and their assistant coach, Steve McClaren, went to Rome to watch them against Lazio.

Gareth Barry, Aston Villa's England Under-21 international, yesterday celebrated his 18th birthday by signing a five-year

contract with the Premiership contenders while one of his former Brighton team-mates became the subject of a second dispute over transfer fees between the clubs.

The central defender agreed the deal in December but has only now completed the formalities.

He has just been rested by the Villa manager, John Gregory, after playing virtually every game since breaking into the side after Dave Unsworth's move back to Everton, yet there is little doubt that the former Brighton trainee has a promising future in the game.

Barry said: "My feet are firmly on the ground and, although I have various targets for the next 12 months, the first of them is to play week in and week out for Villa. The manager gave me a rest for a couple of games at Christmas and again now, and I am sure he has my best interests at heart and those of the team."

Gregory said: "He has made tremendous progress and is a great prospect, but this was the time to give him a rest."

Villa are confident they will not have to pay Brighton a penny of compensation for the young midfielder Michael

Standing as another dispute over the payment of transfer fees appears likely to break out between the two clubs.

The Seagulls are demanding £2.8m from Villa as compensation for coaching the former England schoolboy international until he was 16. Villa claim the 17-year-old was not properly registered by the Third Division side.

Standing has said he was not under contract with Brighton when Villa secured his services at the same time as they signed Barry from the south coast club. He maintains that he signed a one-year deal,

which had expired, with Brighton, who in turn insist he was under contract for two years.

Villa have already been ordered by an independent tribunal this season to pay Brighton what could eventually amount to £1m for Barry. That followed a bitter wrangle in which the Brighton chairman, Dick Knight, accused Aston Villa of being "penny-pinching hypocrites".

Gregory responded by claiming: "Dick Knight wouldn't recognise Gareth Barry if he stood on Brighton beach wearing an Albion shirt with a ball

under his arm and a seagull on his head."

Now Knight, who is also Standing's uncle, is again attempting to force Villa to part with their money, a claim which the Midlands are contesting. The Villa company secretary, Steve Stride, said: "We are contending that the player was not properly registered by Brighton and as such they have no claim for compensation."

Standing made his first senior appearance for Villa as a non-playing substitute in the home match against Blackburn two weeks ago.

1996 and all that, page 26

## Palace are a lost cause, says Noades

RON NOADES, the former Crystal Palace chairman who still owns the club's Selhurst Park ground, denied yesterday that he was part of a consortium that was planning to buy the club.

"The club's a lost cause," said Noades, who is now the owner and manager of Third Division Brentford. "All the good work I did there has gone out of the window."

Noades sold Palace last year to Mark Goldberg for £22.8m. In recent weeks the club's financial situation has deteriorated despite the sale of players such as Matt Jansen to Blackburn for £4.1m. It is believed that Goldberg still needs to raise substantial new funds in order to resolve the current crisis.

Noades may be tempted to return only if Goldberg fails to secure that funding and the club goes bankrupt. However, Noades maintained yesterday: "The last thing I want to be involved in, at the age of 61, is sorting out someone else's problems."

Liverpool have denied claims that Michael Owen could become a Lazio player. Italian sources suggested that Owen had confirmed an agreement that if he ever left Anfield, the Rome side would be the first he would talk to.

Liverpool discounted the claims as "fabrication", spokesman Ian Cotton saying: "Michael has assured us that he

has not made any agreement with any club to talk to them now or in the future."

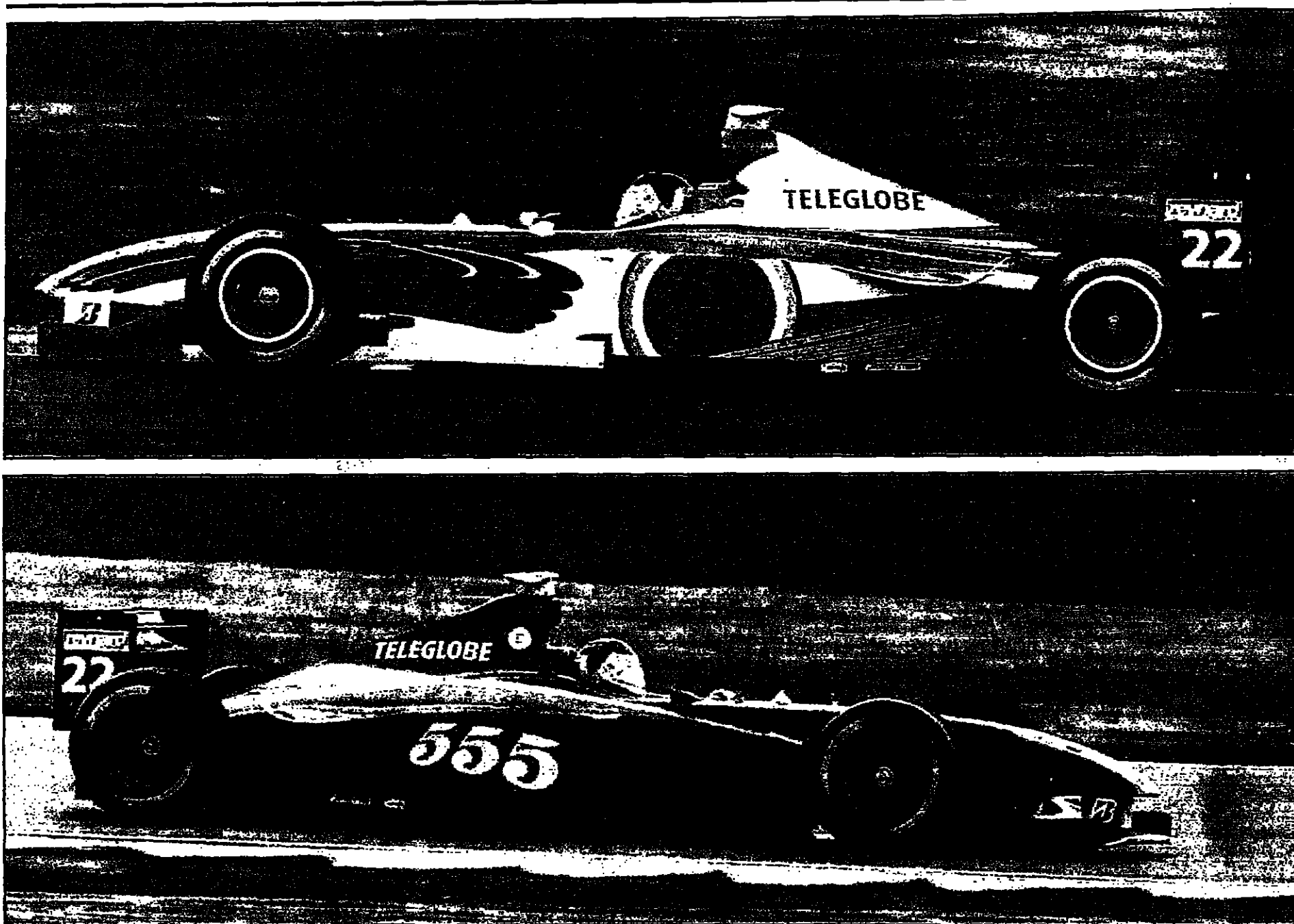
West Ham Ham insist they have no intention of signing two South Korean internationals. The Hammers were reported to have paid an Asian record transfer fee of £3m for striker Choi Yong-Soo, and £1m for midfielder Kim Do-Ki. The club said, however, that they were simply allowing the players to train with them.

All 75,000 tickets to see England's Euro 2000 qualifier against Poland on 27 March were sold out inside 36 hours. The Wembley spokesman, Martin Corrie, said: "This is undoubtedly the fastest selling game we've seen here."

The former Atletico Madrid coach, Colin Addison, is the new manager of Scarborough, currently bottom of the Football League. Addison, 58, has left Merthyr Tydfil to sign a contract until the end of next season.

The Nottingham Forest winger, Andy Gray, has joined Second Division Preston on a month's loan which could lead to a permanent switch. The Scotland Under-21 international moved to Forest from Leeds for £200,000 last summer but has struggled to make an impact at the City Ground.

Southampton have signed Farense's Portuguese Under-20 international striker, Dani Rodrigues, for £170,000.



Split screen: Jacques Villeneuve at the wheel of one of the new British American Racing cars, which carries the livery of two cigarette brands to steer round FIA rules

## BAR cars' provocative show

THIRTY YEARS after tobacco sponsorship made its first appearance in grand prix racing, someone has found a way to promote two brands of cigarette simultaneously. The controversial new British American Racing team unveiled the modified paintwork of their Formula One contender yesterday, revealing a design intended to circumvent rules which prohibit two cars of the same team being painted in different liveries.

From one side, the BAR-Supertec 01 appears to be carrying the red and white livery of

MOTOR RACING  
BY RICHARD WILLIAMS  
at Silverstone

Lucky Strike cigarettes. From the other, it carries the blue and yellow of State Express 555. From the front, it looks like nothing on earth - or, perhaps, an accident that couldn't wait to happen.

Both brands are produced by British American Tobacco, which set up the team last year in a £250m five-year deal involving Jacques Villeneuve, the former world champion, and his

manager, Craig Pollock, who is the team's managing director. At their official launch several weeks ago, they announced their intention to promote both brands. During that ceremony Villeneuve's car appeared in Lucky Strike colours while that of his team-mate, the 22-year-old Brazilian Ricardo Zonta, was in the 555 livery.

When objections were raised by the FIA, the international motor sport authority, Pollock threatened to take the case to the European Commission. He backed down after the FIA's arbitration

panel found against the team, which was ordered to pay legal costs estimated at more than £500,000. He was also told to appear before the World Council, the FIA's disciplinary body, on 12 March to explain BAR's conduct. A heavy fine, if not a suspension, is expected.

The team's solution to their problem was eagerly awaited, and yesterday's unveiling took place as part of the car's final shakedown run at Silverstone in preparation for the Australian Grand Prix, the first race of the season, which takes place a week on Sunday in Mel-

bourne. Villeneuve's driving suit, and the uniforms of his mechanics, were still based solely on the Lucky Strike logo, while Zonta's half of the team reflected the State Express design.

"While this design is obviously not our first choice," Pollock said yesterday in a prepared statement, "we believe it provides value for our sponsors and maintains the first-class image of the team." The FIA's attitude is unlikely to be softened by the compromise livery, which it may see as a further provocation.

## Jordan hint Hill might quit

DAMON HILL will retire at the end of the season if he can no longer live with Formula One's pace-setters. That is the prediction of his team owner, Eddie Jordan.

Hill, the 1996 world champion in Formula One, begins his second season with Jordan-Mugen in Australia, a week on Sunday, on a high after delivering the team's maiden victory six months ago.

Jordan will offer Hill a new contract if he sustains his form this year but recognises that the Englishman, at the age of 38, will not wish to prolong his career should he no longer figure as a championship contender. "How long Damon can go on I don't know," Jordan said. "If he does a good job for us we'll want him to stay. If he doesn't, he'll want to stop himself. He'll

be strong enough to make that decision."

"If things are getting too tough for him and on top of him he would be the first to come to us and say 'I'll go at the end of the year'. There would be no drama, he would leave with dignity. The last thing anyone wants to see is a world champion falling below his standards."

"If he did stop driving he could even stay on with us as a consultant. He feels committed to this team and we are to him. No one will take away from him the fact that he was the first driver to win a grand prix for Jordan."

Hill won the championship and 21 races with Williams, but Jordan believes he will treasure

above all others his 22nd, earned ahead of his then team-mate, Ralf Schumacher, in last season's Belgian Grand Prix.

"Damon will think that was the sweetest of them all because it was so unexpected. I'm sure that's the one he'll tell his grandchildren about."

Hill's new partner is another German, Heinz-Harald Frentzen. Ironically the man who replaced him at Williams, but Jordan is confident the pairing will enhance the team's prospects of improving upon last season's fourth place in the constructors' championship.

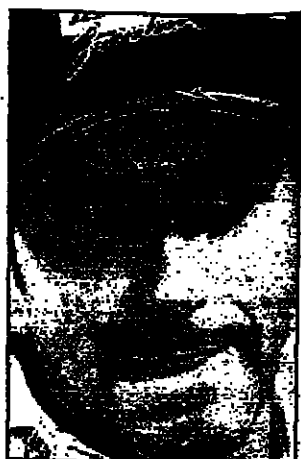
"We're getting better vibes from Damon than we did at the start of last season," Jordan said. "The car's better and he knows that. He knows the company better. He comes in to see us and he's understanding the

team more. He's seen the development of the car and he's very positive about it. He's also positive about Frentzen."

"In race circumstances Damon's still strong. When you give him the car and the oomph, he'll deliver all right. He's a very clever, foxxy individual. Some call into question his commitment, but having worked with him for a year I can see his commitment is beyond reproach."

"It would have been easy for him to give up after Williams but he put himself out on a limb and stuck at it. He had a difficult year with Arrows and a difficult start with Jordan, with people saying don't go on. But he did go on and proved a lot of people wrong."

"He and Heinz-Harald are getting on well and although



Hill: Given top-three target

they will race each other they are experienced enough to put the team first.

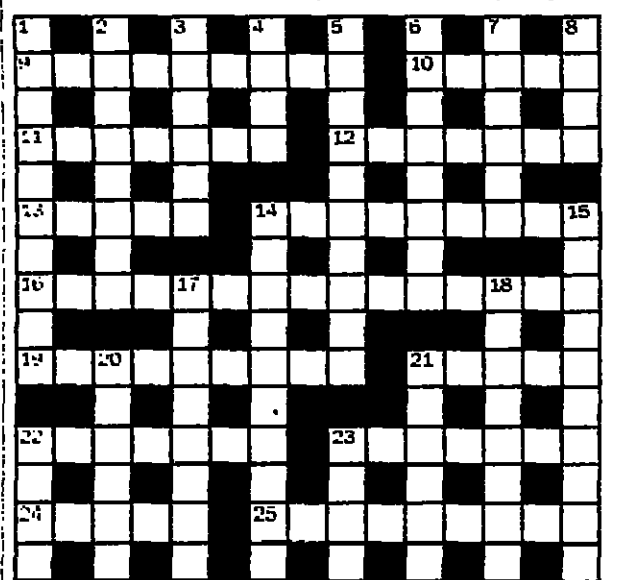
"We are desperate to finish in the top three of the championship and expect our drivers to do everything possible to achieve that."

## THE WEDNESDAY CROSSWORD

No. 3854 Wednesday 24 February

by Corylus

Tuesday's Solution



## ACROSS

- 9 One runs when he gets his revenge? (9)  
10 Superior blood could be rich, containing oxygen (5)  
11 Commune leading to 1,001 second-rate objections, we hear (7)  
12 Seems an odd expression for all together (2,5)  
13 A poem which is usually positive (5)  
14 Maybe SEN's transcendent quality? (9)  
16 Source of early broadcasts showing one leaving city with friend and expert (9,6)  
19 Produce move as best one can (9)  
21 You have to be nimble coping with a right like

## DOWN

- 22 On him I'd assigned our ancestry? (7)  
23 Scientist in a way involved in pure development (7)  
24 Storing name's restricted, with some point (5)  
25 Make changes on women's liturgy (9)  
1 Have a cig like the marines - making this go off? (5,5)  
2 Perhaps eleven going singly? (3,2,3)  
3 Capital cover for a country joining Europe initially (6)  
4 Immortal Greek turned up in Egypt (4)  
5 Don't be void in red suit,

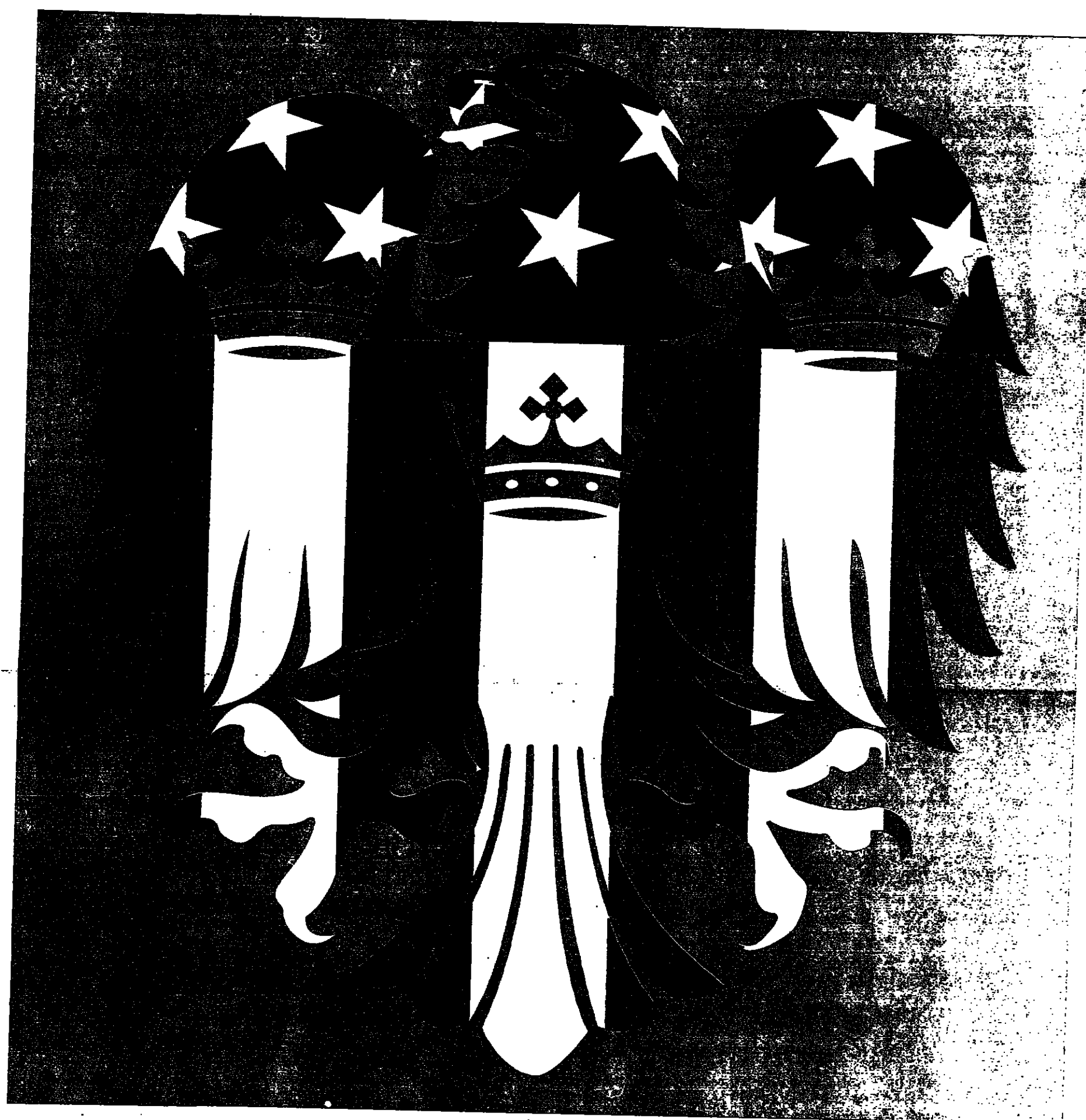
please! (4,1,5)  
6 Drink up vermouth before one goes over the seas? (3,5)  
7 The one here live is a Shakespearean character (6)  
8 Not imprisoned for nothing? (4)  
14 The place of Saxe-Coburg-Gotha? (3,7)  
15 Plant producing nice pipe? (5,5)  
17 Dangerous compound needs a nurse in control (6)  
18 A run by US intelligence leads to complaint (6)  
20 Dress Kipling character, negative about ring (6)  
21 Repurpose racket involving pig (6)  
22 Lo, this could be "loathe" (4)  
23 Look over part of castle (4)



# BUSINESS REVIEW

## THE EAGLE HAS LANDED

CAN AMERICA'S £6M MAN REVIVE BARCLAYS?



**Inside:** How the Americans lost their shirts on Pet City (£140m and counting), page 4

The corporate lawyer's corporate lawyer, page 6

**Plus:** Hamish McRae, Diane Coyle, Derek Pain, Jo Davis and The Trader

**INCLUDES FINANCE AND INVESTMENT**

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## THE BUSINESS WORLD

## The way to prophesy profit on the Internet

A CD DROPPED through our door yesterday offering 100 hours of free access to the Internet. Great idea. Only problem is that no-one told the company offering this deal, AOL, that lots of companies are offering free access to the Internet with no time limit. Suddenly Britain is becoming the first country in the world where Internet access is free.

Now as we all know there is no such thing in the world of economics as a free lunch. We still have to pay for the phone call to connect to the Internet, and more important perhaps, by accepting the "free" access we are giving away information about ourselves, together with access to our computer screen, which otherwise would cost money to assemble. The companies involved are gaining brand recognition as well as access to potential customers.

But the word "free" still carries clout, and this development will power a new explosion of growth in homes that have gone on-line. There is disagreement about the figures, but if you include access both

at home and in the workplace roughly one-third of adults here have some access to the Net. Within three years more than half will. Whether the main entry point remains the computer, or whether this is supplemented by the digital TV or the mobile phone, is irrelevant. This is still a revolution.

But all revolutions have winners and losers, and some are becoming possible to discern.

The financial markets have adopted a grapeshot approach, blasting any business with their attention. Since these companies don't make money, Internet stocks have been selling heavily multiples not of their earnings but of their sales. Anyone who has looked at past financial manias, from Dutch tulips and the South Sea Bubble to the Japanese market boom of the late 1980s and early 1990s, can predict the inevitable outcome.

Yet there is a more sensible way of observing the Internet boom, which is to examine only established businesses and determine which are likely to win and which to lose. Some are obvious. Most firms in IT

or in telecommunications are going to do well, though the former telecommunications monopolies will continue to be under pressure from tougher regulation and a collapse of profitability on international business.

But when you look at other sectors, such as financial services, the outcome is harder to call. Banks and insurance groups can gain an additional and very cheap way of reaching their customers. But they also face potential new competitors who can use the same technology to attack them. To some extent bank margins have been protected by the high barriers to entry: if these come down, then the squeeze on margins might more than offset any fall in costs.

The London investment banking arm of ABN-AMRO has done a useful categorisation of the various industrial sectors. Aside from IT and telecommunications, if reckless transport will be a winner, because many people see the new technologies as a way of cutting transport costs. Media companies will tend to prosper, so will "brand-



HAMISH MCRAE

Media companies, and the big 'branded' retailers, leisure companies and hotels will tend to be winners. The 'non-branded' retailers, secondary retail property and the financial sector look like being the losers

ed' retailers, leisure companies and hotels, and industrial property. "Non-branded" retailers, secondary retail property and the financial sector will tend to lose.

This is all sensible stuff. We have a lot of experience of how technology changes industrial structure: the rise and fall of the textile industry and now of the oil companies; the explosion of the personal computer manufacturers and of the software houses, which will be followed, in perhaps ten or 20 years, by a similar decline.

For investors it is good to have a clear idea of the areas of the commercial forest likely to grow, even if markets are inevitably going to mis-price the results. But it is tough stuff for an individual company. What do you do if you are in an area which you can see is going to be squeezed? Do you try to merely manage decline, if so, how? Or do you try to nudge the business to more promising areas, even if you face competition from firms that know more than you?

The toughest question business leaders have to ask is - what con-

stitutes comparative advantage in a world where there is infinite (but crude) information?

Clearly, strong brands will tend to prosper because if a brand is well-known it can catch attention amidst the cacophony of sounds all about it. Clearly, being adept at using the new technologies is important too. And, clearly, quality of service will matter more and more, because that will be the only way to earn a premium price for products, which increasingly, like commodities, would otherwise be sold solely on the basis of price.

That is common sense. Are there any other general principles businesses can apply when trying to position themselves more adeptly in the e-commerce revolution?

Here are two suggestions. The first is to look at e-commerce as just one more aspect of an ordinary business. Some customers will want to deal with the firm on the phone. Fine, you need a good call centre, with well-trained people. Others will want to use the fax. Fine, you examine your fax response system. Others will use the Net.

Fine, you need well-designed web pages and an efficient way of responding to requests. (It is astounding how companies set up web pages with no clear idea of what they want to put on them, still less what their customers might want.) The key is to regard the Net as nothing special and apply normal good practice to it.

The second suggestion is to use the "bottom-up" aspect of the Net positively. Remember, the Internet was not the creation of some large company, which pushed it onto the market. It developed from the bottom upwards, with ordinary people (well, ordinary nerdy people) finding a means of using a technology developed for something else in new and imaginative ways. Thus the Net enables companies to listen to customers in a very direct and detailed way. In the "market research" you simply ask them directly what they want.

The Net will require firms to be far more nimble. In a world of infinite information, shouting louder is pointless, for you will not be heard. Instead, you must listen harder.

## DATELINE: TOKYO, JAPAN

## Convenience store as Shinto shrine

WHEREVER YOU may find yourself in Japan, from the old temple neighbourhoods of Kyoto to the ski resorts of Nagano, you will never be very far from the gaudy, neon-lit comfort of what everybody here knows as the "konbini", a Japanese contraction of the English "convenience store". The concept is American. But, like so many foreign imports, the konbini has transformed itself over the years into a uniquely Japanese institution. If the great Tokyo department stores, such as Tokyu, Seibu, and Mitsukoshi, are the cathedrals of Japanese consumerism, then the konbini are its local Shinto shrines. In town and cities, they are found every 500 yards, like manned vending machines tucked into the narrowest of sites - between office buildings, neighbourhood restaurants and apartment blocks.

Within these cramped confines, the convenience stores cram as much as it is possible to pack along aisles barely wide enough for shoppers to pass one another - food (of the dried, sugared, processed or microwaveable variety), magazines (including manga, the ubiquitous Japanese comic books), and the handiest of household items. If it's macrobiotic alfalfa shoots you are after, or an improving book, don't waste your time here. But if you find yourself at 1.30 in the morning without a toothbrush, a battery, toilet paper, a soft porn magazine, a packet of cotton wool buds, cigarettes or condoms, the convenience store (staffed by bored but impeccably polite teenagers) is always there and always open.

For years, the convenience store market was in expansion, including individually owned, family-run shops, along with the big chains including Seven-11, Sunkus and Lawson's, there are an estimated 50,000 of them, or one konbini for every 2,400 Japanese. Even before the intense economic gloom of the last two years, the country was already suffering konbini saturation, and the

BY RICHARD LLOYD PARRY

most serious recession since the war has hit the retail industry worse than most. Over the last two years, konbini sales and new store openings have varied from the stagnant to the negative. With an unprecedented consumer slowdown, convenience stores are being forced to find new ways of being convenient.

One bright idea, with which several chains are testing, aims to capitalise on two strands of Japanese consumer life. The first is the surprisingly low penetration of the Internet into Japanese homes, and the corresponding underdevelopment of e-commerce. The second has to do with the convenience stores' greatest advantage - their ubiquity - and their great drawback: their lack of storage space.

As the exact opposite of big, out-of-town hypermarkets, the konbinis must by their nature be close to the action and accessible to the pedestrian, meaning high rents and limited floor space.

The 6,400 shops run by Lawson, the country's second largest chain, have an average area of less than 100 square metres, and they maximise their space with the "just-in-time" system of delivery. Vans come and go several times a day so items, especially food, can be rotated around the shelves to appeal to consumers as they head to work, take their lunch break, or return home in the evening. But however cunning and flexible, the space limitation remains and the choice of merchandise on offer is thin.

Lawson is developing a system bearing the intriguing name of Loppi, which are online IBM terminals, using Internet technology, which dramatically expand the range of products that convenience stores can offer. In the last 18 months, the firm has invested ¥7bn (£40m) in putting one into each of its outlets; similar systems can be found in shops run by other chains.



The convenience store is a cornerstone of life in Japan, found everywhere, from temple neighbourhoods to ski resorts

The Loppi screens fall short of full Internet access but allow the stores to offer an additional 1,000 items with no extra stock. "The core value of a convenience store is its location close to a customer's home or office," says Makoto Tazaki of IBM Japan. "Now a customer can buy computer software or book a holiday

as easily as pick up a carton of milk. This amounts to a revolution in the retail business model."

The Loppi resembles a bank cashpoint machine with a touch-sensitive screen, offering goods from CDs and huggable to video games and computer software. The release of a recent hit video game for the

Sony Playstation increased sales of one convenience chain, Family Mart, by 9 per cent, although the boom was short-lived. Certain kinds of software can be downloaded on the spot, but most products are ordered and paid for in cash at the shop's cash till. Small items are picked up from the konbini a few days later, large

er goods are delivered to the customer's home.

Ticket sales for concerts and special events have been particularly successful. "On some days, we've sold more than 100,000 sports and concert tickets online," says Naoyuki Kiriya of Lawson's new business division. "When a popular

computer game goes on sale, we've had as many as 3,000 orders a minute." There is also a travel service offered through Loppi by the Japan Travel Bureau (JTB), although this is a bit of a cheat, hardly amounting to an on-line service at all. Through the terminal, the customer enters where and when he wants to go. Instantly, a telephone in the wall rings at the end of which is a helpful JTB employee, who confirms the details and accepts payment, either by on-line credit card or at the till. Not, in fact, much different from telephoning a travel agent directly.

Mr Kiriya reckons that the terminals will lure five extra customers into each store every day - which sounds modest until you realise that the average konbini customer spends only 500 yen (£2.78) per visit. The goods available on Loppi are expensive compared to the konbini's physical stock. "The use of on-line terminals in stores is far more advanced in Japan than in the United States," says Mr Tazaki. "Japan has developed a unique retail structure with a convenience store within five minutes of everyone's home. Although PC penetration in Japan is much less than in the US, the proximity of online terminals in convenience stores offers all Japanese people the chance to shop online."

Not everyone is convinced that the Loppi amounts to more than a novelty, or that it will even begin to offset the terrible effects of the consumer slump. "Overall it adds very little," says Michael Allen, retail analyst for ING Barings in Tokyo. "Games software is very cyclical; it does very well for a while and then tanks. They've tried catalogue sales in convenience stores before and they didn't work. This is just a catalogue, but on a computer."

But how many catalogues offer you seaweed-flavoured crisps, a holiday in Las Vegas and novelty packs of multi-coloured prophylactics, all within five minutes of home?

## A WEEKLY DIGEST OF THE WORLD'S FINANCIAL PRESS



**FORBES**  
On regulatory moves to monitor Americans through their bank accounts

WASHINGTON wants your bank to spy on you. Four federal financial regulatory agencies have proposed "know your customer" rules that would force every bank to "determine its customers' sources of funds; determine the normal and expected transactions of its customers; monitor account activity for transactions that are inconsistent with normal transactions; and report any transactions of its customers that are determined to be suspicious". Ostensibly this programme would help fight crime. In reality, it is a Soviet-style intrusion into your privacy. Who says the era of big government is over?

[As one Republican representative is correctly pointing out, the government should have access to this kind of information only under a search warrant.]

Steve Forbes



**THE ECONOMIST**  
In the search for stability, deflation is as much of a worry as rising prices

THE world economy is precariously lop-sided. Even as America's economy continues to surge, much of the rest of the globe is drifting towards deflation. It is scary that America's boom, fuelled by an unsustainable stock market, is now the main prop for global demand. For how much longer? Global deflationary pressures are already choking American profits, making its share prices look ever more overvalued. This could yet topple the stock market. No wonder American policy makers are urging Japan and Europe to reflate.

Most economists believe that a repeat of the 1930s is unlikely. Yet central banks failed to foresee either the 1930s depression or the great inflation of the 1970s. A big concern may now be that central bankers, having scotched inflation, will prove too slow to come to grips with the prospect of deflation.



**FINANCIAL TIMES**  
Why banks are so profitable amid widespread criticism and increased competition

THE FACT is that customers get the banks they deserve. Competition in financial services did not begin with the arrival of those newcomers - the traditional high street clearing banks have been steadily losing market share, notably to building societies, since the 1980s. Yet the British consumer remains more likely to swap spouse than bank.

While that inertia prevails, the UK's traditional banks will get away with interest rates that are merely good enough, rather than having to match the best in the market. With such undemanding customers, Andrew Buxton's successors (as chairman of Barclays) and their opposite numbers at the other leading banks could have years of fat profits ahead of them.

20/21 February - George Graham



**BUSINESS WEEK**  
Why Cor Boonstra, president of Philips, should break the electronics giant up

BREAKING up Philips would be wrenching. It's a national institution in the Netherlands. But as Philips confronts the Internet age, staying whole may be its greatest handicap. And with European stock markets close to records, the moment is ripe. Boonstra should divide Philips into its main businesses: semi-conductors, consumer electronics, and lighting. Allowing each to trade separately, analysts reckon, would boost market capitalisation, now \$25bn, by 30 to 60 per cent.

Scared as he is, Boonstra can no longer avoid radical action. Cost-cutting and tinkering with production might have been right for the TV age. For the sprint-or-die Internet markets, here's betting that a few pint-sized Philips companies would run a whole lot faster than their big daddy in Amsterdam.

Stephen Baker



**WALL ST JOURNAL**  
Why politicians do not have the right to spend America's \$70bn surplus

MOST pernicious about Washington directing the use of any budget surplus is the premise that somehow all this money belongs by right to the government. Such was the mind-set in Treasury Secretary Robert Rubin's 4 February testimony to Congress. "We must save the great preponderance of projected budget surpluses," Mr Rubin said, "not consume them for tax cuts and spending programs." To talk of tax cuts as a way of "consuming" federal funds is absurd.

Republicans are now proposing a 10 per cent tax cut. It seems the least Washington can do toward letting Americans grow richer on the strength of resources best described not as a "surplus", but as the rightful private property of the individual Americans who worked to earn them.

19/20 February



**BARRON'S**  
Wall Street's leader board is showing signs of distress

AS A postscript, we might add - in case it has escaped your notice - breadth on the Big Board has been atrocious as well.

Even on Friday, when most of the averages managed a rise of some sort, more stocks were down than up.

The same melancholy snapshot of a market obviously in distress is furnished by the tally of new highs and new lows.

On Thursday, for example, when the Dow Jones Industrial Average rose more than 100 points and both the S&P and Nasdaq posted solid advances, there were 29 new highs compared with 146 new lows.

On Friday, new lows were three times as numerous as new highs.

Forget the smiling faces, this old bull has wobbly pins.



**FORTUNE**  
How the US Federal Reserve is becoming the world's central banker

WHAT IS less understood, especially in America, is how much the renewed dominance of the dollar is changing the role of the Fed. In commenting on Argentina's dollarisation debate, US Treasury officials said Argentina could do as it liked, but it would not affect the way the Fed handled its business.

In fact, Alan Greenspan is already tortured by the incompatible demands between an American asset bubble that is swelling dangerously and a global thirst for dollar liquidity in an increasingly deflationary environment.

It is hard to believe that those three interest rates cuts would have been made last fall if the Fed chairman, despite his denials, had not had one eye on the world at large. Power has a way of imposing responsibility.

Jim Rohrer





To the surprise of many in the City, an American was hired to head the British institution of Barclays Bank. But Mike O'Neill is no outsider, and no stranger in the top circles of international banking. That know-how makes him the ideal man to help the troubled giant make the next big step, to a merger. But who is the ideal partner?

# Nice little earner

BY ANDREW MARSHALL

SIR PETER MIDDLETON has seen some dramatic resignations in his time – not least that of Nigel Lawson, who unceremoniously quit as Chancellor on a point of principle while Sir Peter was still Permanent Secretary at the Treasury. But even Sir Peter admits Martin Taylor's petulant walkout as chief executive of Barclays takes some beating. Suddenly, Sir Peter, a non-executive director of the bank, found himself thrust into the limelight once more as a stopgap chief executive. With that came the burden of dealing with a crisis of City confidence to compare with some of the worst the bank has seen in its long and distinguished history.

After a spate of accidents from the botched sale of part of its investment banking arm to an embarrassing involvement in the Russian bonds and Long Term Capital Management fiasco, Barclays appeared in disarray, out in the cold and wide open to an opportunistic takeover. Who in their right mind would want to take on that job as chief executive, many people in the City were saying.

Two months on, the perception could hardly be more different. Sir Peter has not only found someone who evidently does want to do the job, but he has also found someone of a calibre few thought Barclays capable of attracting. In doing so, Barclays is making a decisive break with the past; it is not only appointing an outsider to an organisation which has traditionally been run or dominated by family interests – a legacy from its history as a series of regional banks – but he is also an American. What's more, Barclays has had to agree to pay him one of the highest executive salaries in Britain. Is he worth it?

Mike O'Neill, 52, has spent a large part of his career outside the US – in Europe, the Middle East and Asia. He has worked in nearly every branch of the industry. His record as a trouble shooter, of improving financial performance and negotiating large-scale mergers is impressive. And there appear to be no Britons with a comparable range of experience and abilities.

Much of the focus has been on his salary, vast in British terms, but far for the course in America. The assumption has been that he will earn it by selling or merging Barclays, turning it into a larger and more robust financial institution capable of taking on the European and American giants. But as Mr O'Neill's track record shows, he can do more than that.

Barclays' sudden need of a chief executive came last November when Martin Taylor, the former journalist and Courtlandts executive, abruptly resigned when the bank's long-simmering differences over strategy came to a boil.

Sir Nigel Rudd, one of the bank's non-executive directors who was influential in the Mr Taylor's departure, is said by people close to Barclays to have led the swift and efficient search for a successor, which may have been initiated before Mr Taylor's departure. Four weeks later, Mr O'Neill was at the final interviews.

Sir Nigel, with his experience at Williams Holdings, would naturally look abroad. Equally, the head of group human resources at Barclays, Sally Bot, is an American, recruited in 1994 after 23 years at Citibank. Although the name of Mike O'Neill was virtually unknown a month ago in London, he already had a very well-established record.

The most striking thing about his curriculum vitae is that it is unusually international, especially so for a senior American banker, and it started early. Though he served in the US Marine Corps intelligence, he had also worked in Vietnam for his father's construction company. His mother was Belgian, and he spent many summers with the family at Stavelot, in the south-east, among the rolling hills of the Ardennes.

His Belgian background made him a natural to send to Brussels to begin his career

with Continental Bank, an old-established Chicago institution then regarded as the JP Morgan of the Midwest. Continental had bought a local institution, and it was trying to win custom in the Belgian market. His language skills and knowledge of the country helped him adapt quickly and he became what a former colleague calls a "platform leader": others looked to him for advice and expertise. "He was the best I'd ever seen," says one old friend and colleague. By the time he left for London in 1977, he had won his spurs.

In London, too, he quickly adapted to life in the bank's Moorgate headquarters, from where its European operations were run. Again, Continental was trying to become indigenous, not just an operation for American companies and their expatriate employees. At 31, he was responsible for relations with large British companies – including Dunlop, Unilever and BOC – and dealt directly with chief financial officers. His ability to handle personal relationships and his analytic powers marked him for

*The quiet American with an ironic humour has never sought the limelight. 'Mike is all substance,' says a former colleague. 'It allows others to take the credit'*

success. So did his ironic sense of humour, a rarity amongst American bankers not noted for their sense of the ridiculous.

O'Neill bought a house in London. Again, this was unusual: most bankers rent homes, thinking of London as just a posting on the road to success back at head office. But he was to spend a large part of his professional career in London. In 1980 he left for Hong Kong, where he worked in the company's regional office for Asia, and returned in 1983 as head of Continental's ship financing business. In 1984 he was named UK country manager.

Continental was going spectacularly wrong in the 1980s, expanding too swiftly with too little thought to the consequences, and its troubles came to a head. One of O'Neill's tasks was to try to maintain the company's access to funding through the Euromarkets as the bad news mounted, but it was too late. A series of bad lending decisions in the US threatened to bring it down and weaken the whole banking system in America. The Federal Deposit Insurance Corporation stepped in to take Continental over in August 1984. Though he had another job with First Interstate

Bankcorp as manager for Asia, O'Neill was seconded back on a leave of absence to clear up problem portfolios in Europe. "He was too junior to have had anything to do with the crash, but he was part of the solution," says a former colleague. He remained in London as an independent banking consultant through the mid-1980s, specialising in loan workouts and restructuring, with a heavy emphasis on the Middle East and Asia.

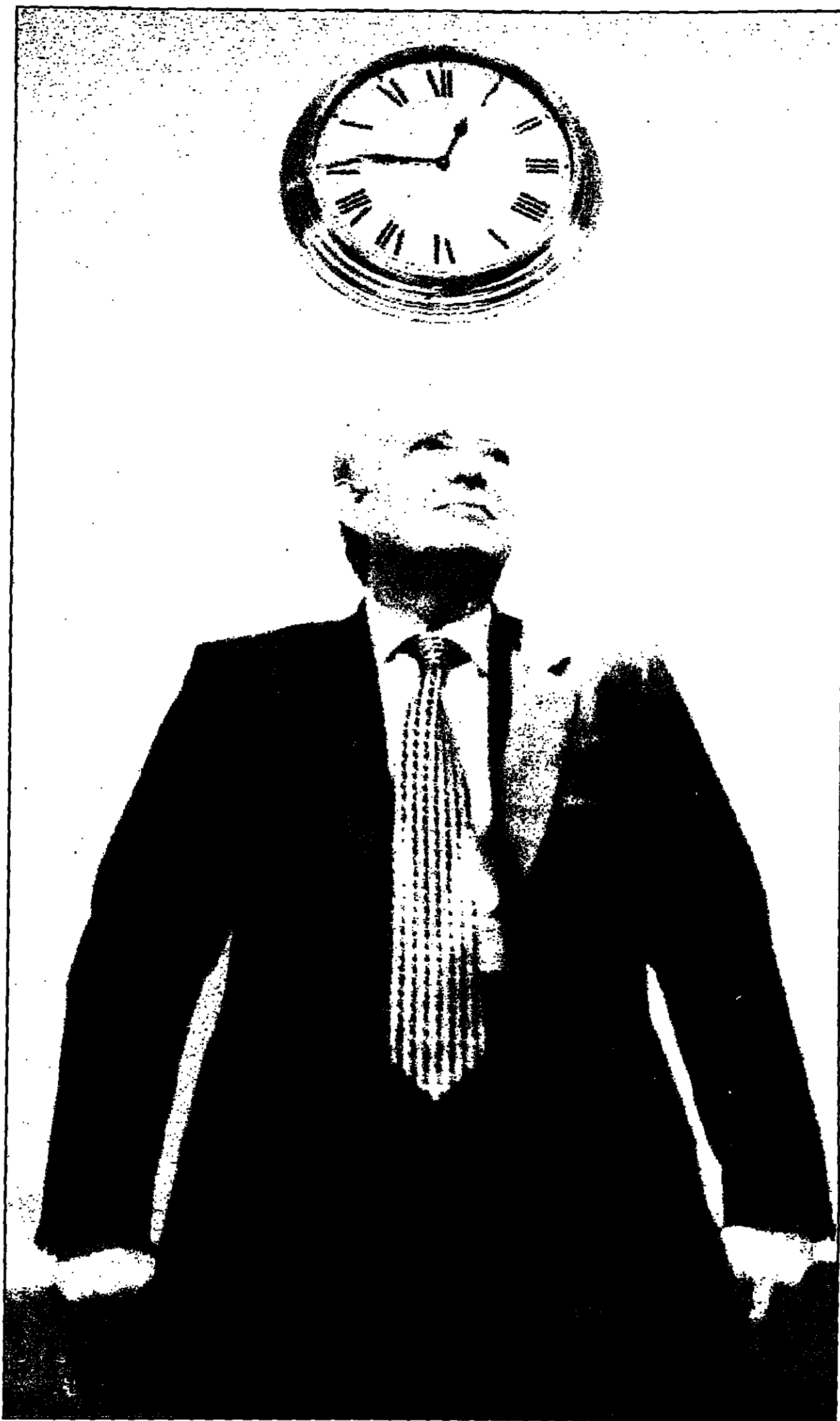
In 1989, as Continental returned to financial health, O'Neill was taken on for the third time, as managing director and head of mergers and acquisitions, chief of staff for vice-chairman Richard Huber and from 1993, as chief financial officer.

He gained a reputation for a tough attitude towards credit risk, rigorous cost control and what he called "disciplined expansion", after his years in London and his experience of Continental's disastrous dash for growth in the 1980s. He got rid of First Options, a clearing and finance subsidiary, and outsourced data processing and legal services: they were not pivotal to the company's bottom line, or to shareholder value. He helped trim Continental's non-performing property loans in California and elsewhere, improving the company's credit quality. But he also bloomed in a difficult political atmosphere, getting on well with almost everyone in the company, brokering factional differences and acting as de facto number two to the chairman, Tom Theobald.

He was a natural choice to run the company's negotiating team in 1994 when it began talks with Bank of America, the San Francisco giant that was, like all US banks in the mid-1990s, searching for new markets and partners. BoA's previous attempt, purchase of Security Pacific, had not worked out well, and both sides were cautious. But the deal that resulted was well received by virtually everyone: many of the senior officers of Continental got generous golden parachutes, some (including Mr O'Neill) went on to senior positions in the merged company, and many of Continental's corporate clients stayed with the group, including the UK conglomerate Hanson. Shareholders seemed happy too.

For the first year, O'Neill moved into the background, running the equity investment portfolio. But in late 1995, the company's new chairman, David Coulter, abruptly promoted him to chief financial officer. He had got to know O'Neill during the merger negotiations; the chemistry between them was good, and he wanted to reshape the organisation.

Under Coulter and O'Neill, Bank of America went through a comprehensive reworking. Each area of the company had to make money, or go; cash was ploughed back into the business or returned to shareholders with buybacks. The company's consumer finance section went; so did



Mike O'Neill faces one of the biggest challenges in British banking

Kalpesh Lalitigra

hundreds of retail branches and thousands of jobs. O'Neill had a central role, putting in place new capital control models adjusted for risk, keeping the investment community and shareholders happy with a new emphasis on buybacks, and bringing down financing costs. In a year, the ratio of operating expense to revenue was among the industry's most competitive.

He would have had a fair shot at the top job, if Coulter had moved on. But Bank of America was seeking further expansion through merger, while the US industry remorselessly consolidated. As the market increasingly forced even large regional players to seek national roles, Coulter took the bank into a new relationship. When Bank of America and NationsBank merged in September 1998, O'Neill returned to his role as dealmaker, but the result was less successful. Coulter and O'Neill were quickly sidelined by NationsBank people, who rapidly emerged as the new masters. He was on the way out.

But O'Neill would figure on anybody's list of possible top jobs. His career gives the impression of a rounded person with very varied experience and skills. He has the broad international background, and considerable personal strengths; it is hard to find anyone who has worked with him who has a harsh word to say about him. He has a strong analytical mind. His banking experience has been broad, but especially strong in working out problem

portfolios and building private banking, areas where Barclays has some interest. If Lombard Street was looking for someone to take Barclays into a marriage with another bank – especially an American one – then it could not have done better. He has been received uncritically, partly because there was so much perceived need for someone new at Barclays. "People are looking for a leader," says one observer. "You had Buxton, who was not in any way a leader and Martin, who is very clever, didn't regard team leader as part of his job".

The issue of compensation raised its head quickly: O'Neill is to be paid a salary including pensions and allowances worth £2.3m in his first year, plus performance-related share options worth a further £3.4m. That may be a lot by British standards, but for America it is unexceptional. The issue was talked through with Barclays institutional shareholders.

Many of the problems with a new arrival can be discounted. He has good contacts in London, his postings have taken him around the world, and his wife Patricia has a Foreign Service background. But the publicity will come as a new departure, and that may sting if he decides to cut jobs, and the press turns critical. He has never sought the limelight, his friends say, and there are remarkably few profiles of him in the US press. "Mike is all substance," says a former colleague. "It allows other people to take the credit." But if things go wrong, he

will still take some of the blame. There are a series of high-profile problems waiting. The first is Barclays Capital, the investment arm which went so wrong in Russia. He has said he will not float it off wholesale, as some had expected, because the group needs its services. But he is likely to wind up quickly its more risky or less profitable activities.

The second issue is the bank's personal banking side, one of its great but (in the view of some Barclays insiders) unappreciated strengths. John Varley, the division's highly-regarded chief executive, recently reorganised it to combine disparate products and divide the sector between mass market and wealthier customers. A marketing blitz and rethinking is likely.

They must find out "how to make it motor," says one ex-banker. While Mr O'Neill was at Bank of America, it introduced a stress on "zero defect service" to keep customers happy, and launched a "switch blitz" to bring in new ones.

The main problem is the long-term future of Barclays. "Given the changes in Europe, I would doubt if Barclays will be an independent business in five years," says one observer.

Mr O'Neill has discounted a swift merger, though discussions with various others, including Royal Bank of Scotland, are no secret. It is hard to identify a possible American bank partner, and the experience of British banks in the US is spattered with horrible failures. The return on capital of most European institutions is so low as to make a European partner unattractive.

That leaves British partners, a ticklish subject. One of Barclays' major tasks will be to persuade the government and the regulatory authorities that a large-scale merger in Britain – which would reduce consumer choice and probably lead to mass job losses – is as important to the long-term health of the sector as the shakeout in US banking in the last five years.

Technology, global competition and the convergence of markets drove Continental towards Bank of America, then NationsBank: it will probably take Barclays in a similar direction, say sources who have followed Barclays' strategy.

Europe, like America in the 1990s, is creating powerhouses with the grasp and depth to handle the single currency area. Ultimately, it O'Neill's experience of that process, and what it might imply for Britain will decide whether he succeeds, and where he takes Barclays.

## BARCLAYS: THE FULL ACCOUNT

BARCLAYS BANK began in 1690 as one of the many firms of goldsmith bankers in 17th century London. It was started by John Freame and Thomas Gould and James Barclay became a partner in 1736 after marrying John Freame's daughter.

Twenty small private banks came together in 1896 to form a new joint-stock bank which took the name of Barclay and Company. The largest were Barclay, Bevan, Triton, Ransome, Bouverie and Co, the Gurney Group of banks founded in 1776 and based

in Norwich and East Anglia, and Jonathan Backhouse and Co of Darlington, founded in 1774. Many of the families were Quakers and Barclays became known as the Quaker Bank.

The new bank had 182 branches mainly in the east and south-east and deposits of £26m. It rapidly took over Bolthos in Cornwall, the Southwest in 1905 and United Counties Bank in the Midlands in 1916. In 1918 it merged with London Provincial and Southwestern Bank to become one of the "Big Five" and in 1925 three overseas banks in which

Barclays held shares were merged to form Barclays (Dominion, Colonial and Overseas) in Africa, the Middle East and West Indies.

Its last major acquisition was Martins Bank in 1969, but Barclays DCO was merged into the parent bank in 1985. In 1986 Barclays set up an investment bank, incorporating its own merchant bank established in 1977 with stockbroker de Zoete & Bevan and stockjobbers Wedd, Durlacher Mordaunt.

In 1987 parts of BZW were sold and the remainder renamed Barclays Capital.



## ENTERPRISE ISSUES

## Big tax breaks or none at all, please Mr Brown

THE RATE at which new companies are formed is an important indicator of the health of the economy – especially at a time, like now, when there is rapid technological change. Very often new companies are the means by which new technologies are implemented and exploited, even when they are later absorbed by big ones. Corporations are, generally speaking, less innovative.

Boosting R&D and creating the conditions that encourage more people to become entrepreneurs are therefore important public policy issues. Certainly, it is something that has been taxing the minds of Treasury huffins preparing for next month's Budget.

Unfortunately, there are no clear answers to the question of what makes an entrepreneur. Successful ones seem to have some character traits in common – for instance, low formal educational attainment and anti-establishment attitudes. But, quite apart from the fact that there are many exceptions to any such generalisation, these are hardly characteristics a government would seek to encourage.

Besides, while fuzzy attributes

like personality and culture obviously play a part in explaining why, say, Americans (of many ethnic backgrounds) or Chinese (in many countries) are very entrepreneurial, that just pushes the question one level further back. What determines those cultural attributes in the first place?

Environmental as opposed to innate causes are clearly important, suggesting that governments can potentially play an important part in stimulating entrepreneurship. Take the example of science-based start-up companies in some of Britain's most prestigious university towns. Cambridge has a successful cluster of companies on its science park, including the UK's biggest software hot-spot. Oxford similarly has created a vibrant shoal of companies, more dominant in chemicals, materials and scientific instruments. But neither Edinburgh nor nearby Glasgow, both intellectually strong in the sciences, has yet established the same tradition of spinning-off innovative companies.

There is little reason to believe that Scottish people per se are naturally less entrepreneurial than the

English – or at least, it would take a bolder Englishwoman than me to say so. The explanation for the different attitudes must lie either in the financing needs of the university – how badly does it need the contribution of profits from commercial ventures – or in the finance and support it makes available for entrepreneurial academics. Given that all universities are hard up, the latter seems more likely.

There has long been a presumption that a shortage of finance lies behind the poor UK record in entrepreneurship. The review of the banking industry being carried out by Donald Cruickshank is the latest of many assessments of the provision of finance for small business over the years. Britain also has a far smaller venture capital industry than the US, for no apparent reason. But the interesting thing about university-backed start-ups is that, given the scarcity of resources in our seats of higher education, they suggest that easy access to capital might not actually be the key.

Clearly, the imprimatur of a scholarly connection, vouching for



DIANE COYLE

The likely Budget strategy of offering new tax breaks for certain types of start-ups seems unexciting

the intellectual promise of the innovation, is important for companies that go on to raise venture capital. But the important support offered by a university is probably more intangible. Resources in the form of many years of lab work and contact with students and other researchers; access to databases, libraries and all the other intellectual riches of the university; and the availability of a pool of potential employees – all of these are more important than mere cash.

This is especially true in hi-tech industries, where the intellectual resources are as important to any company as the finances. In a field where the ideas are complex and its knowledge-base is the source of a company's competitive advantage, it will actually be far easier to find financing than to sustain the right intellectual framework. This is precisely why hi-tech businesses are even more prone to clustering in particular places – like Silicon Valley or its cold and wet East Anglian counterpart, Silicon Fen – than the average business. Money, tax breaks, even infrastructure, are less important than intellectual and creative fer-

ment. That, and the habit of thinking about good ideas as commercial ventures.

If financing is indeed less likely than in the past to be the constraint that prevents a would-be entrepreneur from setting up a hi-tech company, the likely Budget strategy of offering new tax breaks for certain types of start-ups seems unexciting. The indications are that it will not involve a lot of public money, so there is little cost to the taxpayer involved. On the other hand, the strategy will involve a Whitehall definition of "hi-tech" – and that will distort the sorts of decisions entrepreneurs make so they can derive the biggest tax breaks. When those tax breaks are not very big, they will alter the kind of start-ups that take place without giving birth to a lot of new ones that would otherwise not have taken place.

In other words, any incentives that do not apply to all new firms will be a form of picking winners – fine as long as it is clear who the winners will be. But the strategy was discredited 20 years ago because it was clear that governments had no better an idea than

anybody else about where future commercial successes lay.

So tax breaks either ought to be very big in order to make a significant difference, or they ought not exist at all, because they will just distort the shape of the businesses. Perhaps it would be better to add the few millions that the Chancellor has in mind to encourage hi-tech start-ups to the higher education budget instead.

Of course, the Government cannot overlook the cultural question altogether. Here, it might well be true that a step change in attitudes to entrepreneurship does require the lubrication of fiscal incentives. It worked for Ireland, and it appears to be working for Germany too, its ageing *Mittelstand* companies founded in the 1950s giving way to a new generation of software and advanced-engineering businesses. However, in both cases, it took a large amount of public money in the first place to persuade a population not naturally inclined to entrepreneurship that there was a lot to be said, even all, for starting up a company.

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## FOCUS

## How to lose a fortune in two years

BY NIGEL COPE

IT HAS been described as "the worst deal of the 1990s". And it looks like a textbook example of what not to do when you expand into another country. This is the story of an American supermarket coming an almighty cropper over here by making a dog's breakfast out of selling pets.

It was less than two years ago that PetsMart, a US pet retailer based in Arkansas, hit the headlines when it paid a staggering £150m for Pet City, a loss-making pet superstore operator based in Swindon. The figure was surprising for several reasons. First, it was double the value of the company when it was floated on the stock exchange barely a year earlier. Secondly, Pet City had yet to make a profit.

But the Americans knew best, or so it seemed at the time. Following in the footsteps of other "category killers" like Toys R Us, its aim was a huge chain of 300 UK pet superstores in Britain, followed by a 700-store assault on mainland Europe. The idea was to go global.

"This is a tremendous opportunity," said Mark Hensen, PetsMart's chief executive officer. "Pet retailing is one of the growth businesses of the Nineties."

But 16 months later, the grand design has collapsed. Mark Hensen has gone. PetsMart shares on the Nasdaq market stand at a fraction of their level at the time of the deal, and now the Americans want to pull out of Britain with a cut-price deal. The price tag is just £10m. As one former Pet City worker puts it: "You have to ask what an earth went wrong."

What did go wrong? Experts say there is no flaw with the concept of a pet superstore and no reason why it should not work in this country. The idea behind Pet City, which was renamed PetsMart after the deal, is credited to Giles Clarke, a serial entrepreneur. Mr Clarke was looking for a new project having made £5m from selling his Majestic Wine Warehouse business in 1989. The pet idea came to him during a visit to the



Sainsbury's supermarket on London's Cromwell Road.

"I was looking round the whole store for an idea. Then I got to the pet aisle and here was something that hadn't been exploited."

He was right. Though the UK market for pets and pet products is estimated at £3bn a year, the market was fragmented between small, independent pet shops.

Pet City was born that same year and starting expanding with gusto with stores packed to the rafters with ordinary products like pedigree chum and dog blankets supplemented with bizarre accessories and exotic pets.

A visit to the PetsMart store in



Clarke: Back in the frame

Raynes Park, London, shows the business is still true to those founding principles. The difference is noticeable right from the entrance. Behind a glass screen to make it visible is the "Pet Grooming Parlour". A cocker spaniel is being blow-dried after its coat wash. A Yorkshire terrier is standing obediently on a table having its coat trimmed. The next customer, a bored Labrador, lies slumped on the floor waiting its turn.

Inside is the pet adoption centre alongside aisles of pet food and weird and wonderful accessories. There are bundles of hay and grass for horses. There are bags of pigeon grit, a rat starter kit (£39.99) and a hamster "workout wheel" (£6.29). Doggie jumpers sell for between £6.99 and £8.99.

The live pets are at the back. A beautiful Toucan called Tex is available at £1,999 and a curly haired tarantula for £24.99. The standard pets such as rabbits, guinea pigs and budgies are also available, though dogs and cats are not sold. Potential owners are put in touch with the local adoption centre, instead.

The shop is busy and customers look happy clutching their doggie biscuits and "rabbit-owner manuals". But the cheerful shop experience hides the tale of woe that has



Corley the macaw climbing a perch to check out Pet City merchandise

John Lawrence

afflicted the Americans since they took control.

According to those who follow the industry closely, much of it is their own fault. The Americans introduced US-style product mixes and sizes into the UK market. This apparently involved huge product sizes in certain sectors like horse feed that did not sell well.

"It might have been OK if you had a ranch in Texas, but they did not sell well in central Manchester," one observer says wryly.

A policy of "everyday low prices" was introduced, including cheaper product lines brought in from America. But this proved unpopular in

the UK, where pet owners like to pamper their pooches with premium stuff. The move disappointed customers and savaged the stores' already wafer-thin margins. The Americans also introduced more "pet services" such as pet grooming and veterinary services, which UK experts say the British market was not quite ready for.

There were external problems too. One was an increase in out-of-town rents which affected PetsMart's store-expansion programme. The rise, together with increasing restrictions on planning applications for out-of-town retail developments, made the American company's

target of 300 UK stores almost impossible. There are currently 58 branches.

"They overpaid," says one venture capitalist. "It was, quite simply, the worst deal of the 1990s."

The business was losing £1.5m a year and now, it seems, the Americans can't wait to sell-up. Just like so many UK retailers before them, such as Laura Ashley and the Body Shop, PetsMart has found that transplanting a retail concept across the Atlantic is a risky affair.

There are two potential buyers. One is Pets at Home, the Cheshire-based rival which has around 50 stores. But its bid may run into prob-

lems with the competition authorities, due the large market share in certain sectors of the pet market which the combined group would control.

The other bid is a management buy-out led by Giles Clarke, who stayed on as chief executive of PetsMart UK after the deal. It would be a remarkable coup for him to buy back for a 10th of the cost the business that he sold to the US group, though the Americans may balk at the prospect.

For a man who is ironically allergic to cats but who made £20m from pet shops, it is a deal not to be sniffed at.

## MY BIGGEST MISTAKE

## A name that became confused in the translation

WE'VE MADE lots of small mistakes, but the biggest was in the early stages of the business. It was our first significant marketing campaign, basically organised by myself and our new American sales director, whom I'd brought on board.

We had decided to do a large mailshot, sending 50,000 pieces in Germany, which was our slowest market. Of course, we thought we were experienced marketers and experienced Europeans, because we were operating from Brussels.

The mailshot was a little folded sheet and on the front it said: "Who

in the world uses Regus?" We got it translated into German, but we didn't check the translation.

After it had been sent out we started to get calls from people. To our horror, the message had translated as: "Who the hell uses Regus?" It was more or less: "What idiot would use Regus?" To cap that, we also found the mail merger had been very badly managed.

We have used this mistake ever since as an example of the fact you have got to think European. We spent almost all our available money doing it. It was not only unsuccessful

ful – it was a complete flop, and we got absolutely nothing from it. One call I will never forget: the guy rang up saying he would like to order some furniture.

Germans get very, very unhappy if you don't get things right. Like the Japanese, they plan things properly. What they like least of all is the fact that people have wasted money and resources.

That's why they are fantastic engineers. The mailshot was a disaster, and we had to work 10 times as hard with half as much money. Then, we had done little things in the



Mark Dixon is the founder of Regus, the world's largest provider of ready-to-use offices

local market, but it was seat-of-the-pants stuff. We had 14 or 15 centres; now, we are opening three or four a week. We spend about £25m a year

on marketing, and we learnt the lesson of planning your campaign.

We learnt that we couldn't do everything ourselves, and we re-

alised at that stage we had to build up a management team.

One of the reasons we made a muck-up was that we hadn't spent the proper time on it and didn't know enough about marketing. The business had grown, and we hadn't developed a management team to go along with it. The first thing was to hire a marketing director, so at least we would have someone to blame.

Our company is one of the fastest-growing – it has more or less doubled in staff every year for 10 years – and it started to grow after we had

put the management structure in place. Now, we develop the management team almost every six months.

What we learnt was: get some specialist people in – don't try to do everything yourself and plan everything. When you have planned it, plan it again.

Spending half our year's budget at the time would be like risking £12.5m on a campaign now. The first mailshot was a crazy thing to do without testing and planning.

But learning from it has stood us in good stead.



## CORPORATE PROFILE



Top management at the merged drug giant AstraZeneca: Tom McKillop (left), Sir David Barnes and Percy Barnevik

Neville Elder

They have been eyeing each other up for years, but never had the courage to talk. Now Astra and Zeneca are to join forces. So is this a merger made in heaven – or will this most unlikely couple end up at each other's throats?

BY FRANCESCO GUERRERA

# The arranged marriage

**M**ergers are like marriages. Some, like BP and Amoco, are passionate and impulsive: love at first sight, a short courtship and straight down the aisle. Others, like British Aerospace and GEC Marconi, are mundane affairs realised only after years of endless meetings and pressure from friends and family.

The third category of corporate wedding is more rare: two shy lovers, who have been eyeing each other for years but never had the courage to talk until the day fate or desperation lends them the strength to break the deadlock.

The merger between Zeneca, the UK drug giant, and Astra, its Swedish rival, to form AstraZeneca, is an example of the marriage of the shy. The £48bn all-share tie-up, approved by Zeneca shareholders last week and to be ratified by Astra investors next month, had long been mooted by industry experts as the solution to the companies' problems.

City wisdom considered a merger would provide the two medium-sized players with the critical mass and the financial muscle to compete with the UK and US giants which dominate the global drug industry. But Sir David Barnes, the chief executive of Zeneca, was a passionate advocate of the UK company's go-it-alone strategy, and – apart from a brief flirt in 1996 – the two groups seemed determined to retain their independence.

That position changed last summer when Astra announced plans to break free of a joint venture with the US pharmaceutical giant Merck. That meant the Swedish group could regain control of all US sales of its anti-ulcer blockbuster Losec, the world's best-selling drug, which accounts for half of Astra's sales. The end of the joint venture unleashed a chain of events which culminated in December's announcement of the AstraZeneca merger. With the whole of Losec's

US revenues set to end up in Astra's coffers, the Swedish group suddenly became a much more attractive merger proposition, and Zeneca was quick to spot the opportunity.

A deal was given added urgency by the impending expiry of patents on the companies' key products. A week before the public announcement of the termination of the Merck deal, Sir David met Hakan Mogren, his Swedish counterpart, for an informal chat.

In August, they started merger talks. Four months later, Sir David and Mr Mogren stood on a gilded platform in a brewery-turned-conference centre in the City of London to mark the end of Astra's and Zeneca's independence.

One look at the figures leaves little doubt about the reasons for the merger: AstraZeneca is all about size. With £10bn in annual sales and more than 40,000 employees, the combined group will be the third largest pure pharmaceutical company in the world, behind Merck of the US and Glaxo Wellcome of the UK.

It will also be a stockmarket powerhouse with a market value of £48bn and a place in the blue-chip indexes of London, New York and Stockholm. And the merger will give AstraZeneca the strength to fight its rivals in the cut-throat

**ZENECA**

Zeneca was a young company, demerged from Imperial Chemical Industries in 1993. Most of its leading products – Zestril, cancer drug Nolvadex and heart drug Tenormin – were on the market. City wags said the firm's odd name sounded like a Japanese camera, or a laxative.

**ASTRA**

Astra started in 1913, founded by Swedish scientists and guided since by the legendary Wallenberg family. The first money-spinner was Xyllocaine, in 1948, followed by Losec, now the world's most widely sold drug. Astra's turnover eventually made up 20 per cent of Sweden's current account balance.

world of drug discovery. Given the unique nature of the pharmaceutical market, which enables companies to patent products and gain a monopoly for long periods, firms are spending more on research and development hoping to find a blockbuster drug.

At around \$1.9bn, AstraZeneca's R&D budget will be the third largest in the industry and will give the Anglo-Swedish group a powerful weapon in the quest for new drugs. Both salesforces will help push the merged companies' products, led by the star drugs Losec and Zestril, Astra's hypertension treatment.

But questions remain over the cultural and managerial fit between the groups. The pharmaceutical industry has seen several financially sound mergers collapse or run into difficulties due to clash of personalities and cultures, including the marriage between Glaxo Wellcome and its UK peer SmithKline Beecham, and the link-up between the latter and American Home Products of the US. Perhaps the more worrying precedent for AstraZeneca is the 1996 merger between Pharmacia and Upjohn. In that case, the collision of the Anglo-Saxon and Scandinavian corporate

cultures transformed the combined board into a snakepit of infighting which severely tainted the company's trading performance.

Although Sir David is a firm believer that Swedish temperament and culture are much closer to Britain than to the US, he would agree that the AstraZeneca board throws together four widely different characters.

The contrast between Sir David and Mr Mogren, the two deputy executive chairmen, could not be more marked. The Zeneca man is a lean aristocrat, with silky diplomatic skills honed during nearly 30

years of the City. Mr Mogren is a well-built, imposing six-footer with untidy hair. His penchant for opera, food and wine and his knack for upsetting analysts and press have made him a controversial figure in the Swedish establishment.

The contrasting styles will have to be brought together by Tom McKillop, the chief executive-designate. Dr McKillop, a scientist who was a student radical in the 1968 Paris uprising, cut his managerial teeth as head of Zeneca's pharmaceutical operations. A gritty Scot with a passion for carpentry, Dr McKillop dismisses fears of a clash of personalities. "I get on very well with Mogren," he says. "We are both Francophiles, we both like opera and our wives get on well."

But much of the hope for a smooth corporate life at AstraZeneca rests with the chairman, Percy Barnevik, the legendary Swedish industrialist. Mr Barnevik's position in the merger is heavily intertwined with that of the Wallenberg family, Sweden's most powerful corporate dynasty and Astra's largest shareholder. He is famous for his corporate theory based on the "three Ps" – purpose, processes and people – a philosophy that he will try to apply to AstraZeneca.

Astra has grown steadily since its birth in 1913 under the guiding hand

of the Wallenbergs. Thanks to Xyllocaine, an anaesthetic discovered in 1948 which was its first money-spinner, Astra is now one of the cornerstones of Swedish capitalism, accounting for some 20 per cent of the country's current account balance.

Zeneca's history as an independent company dates from 1993 when it was spun off from Imperial Chemical Industries, the chemical giant.

By then, most of its leading products – including Zestril, the cancer drug Nolvadex and the heart drug Tenormin – were already on the market. The only problem was the company's somewhat outlandish name, with one insider recalling that the initial public reaction was to associate Zeneca with a Japanese camera or a laxative. Since the float, Zeneca's drug portfolio has changed little and the UK group, just like Astra, has focused on growing its existing products.

Ironically, this dependence on a small number of drugs is the enlarged group's key problem. Both Losec and Zestril start losing patent protection in 2001, hitting revenue in 2002 and 2003. Dr McKillop believes the group can cushion the blow with the \$1.1bn of merger savings, including 6,000 redundancies, by licensing new drugs.

The new products should fuel growth after 2003. The earnings would come from 3 clinical areas where Astra and Zeneca overlap – respiratory, cardiovascular and anaesthetic, and by building on Astra's strength in gastrointestinal drugs and on Zeneca's franchise in cancer treatments.

"I believe most of the earnings forecasts are unduly pessimistic," says Dr McKillop.

"There is no reason why, after managing the 2002-2003 period, we cannot resume very strong growth by exploiting our outstanding R&D base."

## THE KEY FIGURES IN THE NEW COMPANY

**Percy Barnevik**, non-executive chairman. The 58-year-old Swede is widely regarded as one of Europe's premier industrialists. In 1988, he masterminded the merger of Sweden's ABB and Switzerland's Brown Boveri to create the industrial giant ABB. In 1997, Mr Barnevik became chairman of Investor, which controls 43 per cent of the Swedish stock market.

with stakes in blue chips such as ABB, SAAB, Electrolux and Astra. He is famous for the "Barnevik triple jump" technique of unlocking shareholder value: restructure the business, change the management, engineer a merger or disposal.

**Sir David Barnes** CBE, joint executive deputy chairman. He joined Imperial Chemical

Industries Pharmaceuticals in 1957. In 1971, he became ICI's youngest director. In 1993, he was named chief executive of Zeneca when the company was demerged from ICI.

**Hakan Mogren**, joint executive deputy chairman, 55. Studied at the Royal Institute of Technology in Stockholm, graduating in 1969 and obtaining a doctorate in

biotechnology in 1974. After a stint at Marlbou, Sweden's top chocolate maker, he was appointed president and chief executive of Astra in 1988. He is also a director of Investor and a member of Sweden's Gastronomic Academy.

**Tom McKillop**, chief executive. He studied at Glasgow University where he obtained a first class degree and a PhD

in chemistry. In 1969, he joined ICI's research laboratory. Appointed chief executive officer of Zeneca Pharmaceuticals in 1994, he became an executive director two years later. The 55-year-old is also a non-executive director of Lloyds TSB, the high-street bank, and the healthcare group Nycomed Amersham.

## THE PLAYER: ROBIN SAXBY, CHIEF EXECUTIVE OF ARM HOLDINGS

# CEO who switches off the glamour of a global game

**BROBIN SAXBY**, 52, is chairman, president and chief executive of one of Britain's fastest growing hi-tech companies – a stock market glamour stock which has more than doubled in value since being floated on the stock market a little under a year ago.

ARM Holdings designs and licenses high-performance, low-cost microprocessors and system chips for mobile phones, computers, automobiles and almost anything else you care to mention. Its ambition is to make its technology into a glob-

al standard. Mr Saxby wants ARM to be to microprocessors what Windows is to personal computers.

An electronics graduate, he spent the early part of his career in design and development before moving into sales, marketing and engineering management. "The electronics business is a truly global business. So a great feature of my life is travel," he says. "Last week I was in the US, this week the UK and next week might be Japan. I don't believe in a head-office concept. It's an out dated notion. We're run-

ning a global business: 97 per cent of ARM's business is outside the UK.

"Running a hi-tech business is very different from running a traditional business. The only key thing I have to do every day is read my e-mail and identify issues that need attention. I also need thinking time and usually that's when I'm driving the car or in an airplane.

"I'm fortunate in that I've a lot of energy. I like skiing and play tennis so I try and have prime time which has nothing to do with work. I literally switch my brain. 'This is work-

BY NAOMI MARKS



time, this is playtime. I get very little play in the week. I usually have my dinner and start working again. I'll log into my e-mail about midnight.

"At different stages of your corporate life there are different responsibilities. In my early life I was a design engineer and working with things rather than people. At the end of the day, though, physics is physics and perhaps now I'm chief executive things are more intangible.

"Somebody once said that the chief executive's role is to do what can't be done by anybody else. When

ARM was only 12 engineers and me, I personally closed the first business deal, but now ARM is 355 people I work more through an executive summary of things.

"We now have 11 geographical locations and I can't be involved to the same level of detail as when the company was smaller. I'm out and about with investors and with the company, so there isn't a typical day. But as I am the most significant public face of ARM and we're in demand at the moment, it is a very active day. "The head of the communication

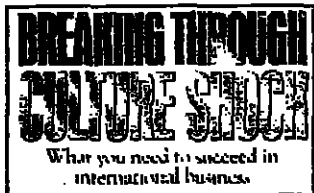
company we work with recently sent me an e-mail saying I'm difficult to get hold of. Well, that's one of the features of my life – it's very full, so planning and scheduling is a challenge.

"I am in e-mail contact all the time. I have a mobile phone, a Pison Series 5 and an HP Jornada – all of these things have our chips in them! I shuffle very little paper. Going into my office in Maidenhead, the first thing I'll always do is go through the e-mail that came in when I was asleep. I expect 50 to 60 a day.

## BOOK OF THE WEEK

### Dangers of the expatriate game

Breaking Through Culture Shock  
by Elisabeth Marx  
Nicholas Brealey Publishing, £18



YOUNG GRADUATES often hope for foreign travel during their careers, if not an overseas posting. Indeed, such opportunities are part of the attraction of working for large companies and the firms that advise them. But although working abroad is sometimes glamorous, it can also be acutely disorienting. Take the UK manager transferred to France. "I found that all the normal ways of managing people in the UK did not work," he says.

"The things I said were not perceived the way I intended and I did not understand what they were saying... It took 18 months to sort out the situation and it was only really resolved after my car tyres were slashed - in a way an attempt at murder."

Or this account by an American of his time in Asia. He considered himself sociable and adaptable, yet his work pattern became erratic, leading him to not turn up for appointments or to work around the clock.

He recalls: "After six months, I fetched a boat to an island in a neighbouring country. On arrival, I took off my clothes, and threatened the local population with a gun in a stark-naked state. Eventually, I succumbed to the police and was brought back to my home country."

Both examples are used by Elisabeth Marx in this book to illustrate how easy it is to come unstuck when out of your natural environment. These cases of culture shock seem extreme, but she insists they are from real life.

But although many expatriates experience negative feelings, they tend to be mixed with emotions such as exhilaration and developing confidence, so that most international managers "go through some difficult phases but eventually develop effective international skills."

By being aware of the dangers, those working away from their native lands can put themselves in a better position to survive and prosper. "The majority of us can be internationally effective if we put real effort into developing our ability to adapt," she writes.

This is encouraging for the organisations that forever transfer staff around the world - only to find the "international manager" an elusive creature. So how can such managers learn to adapt?

Marx, a German psychologist

ROGER TRAPP

#### BUSINESS BOOK BESTSELLERS

1	Losing My Virginity Richard Branson (Virgin)	£20
2	Pocket Guide to the Euro Simon Seal (Globe)	£4.99
3	The Little Book of Calm at Work Paul Wilson (Penguin)	£2.50
4	Seven Habits of Highly Effective People Stephen R Covey (Simon & Schuster)	£10.99
5	Business Studies For You David Needham & Robert Dransfield (Stanley Thomas)	£13.50
6	The Crisis of Global Capitalism George Soros (Little, Brown)	£17.99
7	The Equal Opportunities Guide Phil Clements & Tony Sprinks (Kogan Page)	£13.99
8	The One Minute Manager Kenneth Blanchard & Spencer Johnson (HarperCollins)	£5.99
9	How to Win Friends and Influence People Dale Carnegie (Cedar Books)	£7.99
10	Anatomy of Decisions Peter G Moore (Penguin)	£8.99

Compiled by Bookwatch Ltd

# Who's the top dog in... corporate law?

Michael Pescod

Head of Corporate Finance

Slaughter and May  
My judgement about corporate lawyers, outside my own firm, has to be based on experience on the other side of the negotiation table. I admire high-class lawyering, but to be successful that has to be combined with common sense, humour and an ability to get on with others even when (and especially when) winning the point.

I've negotiated with several people demonstrating those qualities, but for many years the following have done so consistently: Anthony Cann (Linklaters & Alliance) is an excellent lawyer who will turn his hand to solving his opponent's problems given half a chance; Anthony Salz (Freshfields) always negotiates with great charm, even when holding a losing hand; and Margaret Mountford (Herbert Smith) sorts things out directly while dismissing anybody who might be posturing or thinking unclearly.

Anthony Salz

Senior Partner

Freshfields

Predictably I feel that, as a team, we have the best corporate lawyers here at Freshfields - it is a team that works well together and I wouldn't want to single any one of them out. So for names of individuals I have to go outside the firm.

To me the ideal individual is someone who is intelligent, careful, thoughtful and prepared to apply experience to develop brave and imaginative approaches to difficult issues - rather than being restricted by precedent. And of course, he or she has to have a sense of humour and to make the work fun, notwithstanding the considerable pressures of the heavy transactions. Perhaps no one quite achieves complete consistency on these idealistic standards.

Apart from my partners, there are one or two at Slaughter and May who score highly (when they choose to) - such as Michael Pescod and Nigel Boardman. It is perhaps a sign of an effective corporate lawyer that they can also be difficult when they want to be. More seriously, these two are highly professional and, though formidable opposition, are good to have on the other side.

David Childs

Head of Corporate Practice

Clifford Chance

I guess to be a decent corporate lawyer it goes without saying that you need to have a first class grasp of the law. That should be combined with a thorough understanding of the business issues at play, good project management skills and a commitment to the client. I'd find it difficult to single out any one lawyer in particular but three guys who I feel particularly embody these characteristics are David Cheyne at Linklaters, Will Underhill at Slaughter and May and Adam Signy at Clifford Chance. Each of these lawyers is bright and quick-witted. They have an immediate understanding of the commercial issues and commitment to getting the transaction done. And each of them is a nice person. That too is an asset as when you are working on merger and acquisition deals, you do nothing else for 6 to 12 weeks at a time, working for 14 hours a day.

Anthony Cann

Head of Corporate Practice

Linklaters and Alliance

An ideal corporate lawyer would have to be confident and decisive;



Anthony Salz believes a sense of humour makes corporate law fun

Kalpesh Lathigra

commercial and correct and able to carry through a significant transaction to its conclusion. Contacts in the law world are no longer the same as they were 25 years ago. Lawyers have to spend a lot more time maintaining relationships. It is for this reason that I would include social skills on the list of important characteristics for a corporate lawyer.

Leading corporate lawyers, to me, would be very much like our own David Cheyne and Richard Godden. Richard is of the new younger generation of lawyers, he's about 40 and is very highly rated. He's a star. He has a huge intelligence and a great deal of common sense. Beyond my firm, I would look to Nigel Boardman at Slaughter and May who is a sound and tough lawyer who gets things done. And, of course, Anthony Salz of Freshfields.

David Lewis

Senior Partner

Norton Rose

I would have to pick Anthony Salz as the corporate lawyer I most admire. He is certainly one of the best corporate lawyers in the UK. He is pleasant to deal with and has a commercial mind. Importantly, he doesn't waste time on bad points in a meeting - there is nothing worse

from the client's point of view than seeing lawyers quibbling. Then there's Edward Walker-Arnott who is senior partner at Herbert Smith. He is a very wise bird. He has immense stores of experience - experience which is varied. He's not just exceptionally good at corporate law but he's also more than competent in insolvency and litigation. And what is particularly admirable is that he doesn't dilute his ability by his varied practice. These are just the two best corporate lawyers who sprang to mind, but obviously there are numerous other very competent legal minds out there.

Nigel Knowles

Managing Partner

Dibb, Lupton Alsop

I'm not sure if it's cheating somewhat to mention one of our own, but I do feel that Andrew Darwin, who is the head of our corporate practice, is one of the most impressive lawyers around at the moment. He's resident in Yorkshire and to my mind is one of the few regionally based corporate lawyers who has a national reputation. And on top of that he's better than anyone I know at client service. He has a wonderful way of relating to the client which is of paramount importance. Outside of my firm, I

would single out Mike Frances of Weil, Gotschal and Manges, as he has wonderful client skills and is a superb operator; he's the Andrew Darwin of the City.

Geoffrey Green

Senior Partner

Ashurst Morris Crisp

The ideal corporate lawyer should be easy to deal with and has to be in tune with the client's business. We can draw a historical parallel here in that it should not be forgotten that back a few generations, leading solicitors were men of business. Then the tendency was towards very academic solicitors. Indeed in places this is still the same. But London based law firms have become such success stories precisely because they are more rounded than certain Continental legal firms.

The London law firms are consulted for more than just a judgment on points of legal order. One man who slips easily into this new solicitor role is Giles Henderson of Slaughter and May. Giles was in at the ground floor in privatisations and set the model for them with his awesome legal mind. Then there's Len Berkowitz, now retired. He was an all round lawyer and a brilliant chat to deal with. Finally there's Lau-

rence Rutman who used to be a partner here. He headed up the property side of the firm but used to carry out corporate deals. He was a fantastic negotiator and a consummate deal-maker - with him, you had to count your fingers when you left the meeting room.

Richard Cranfield

Corporate Finance Partner

Allen & Overy

If I had to single out any one corporate lawyer, it would be Jeremy Brownlow of Clifford Chance. I say this because he's cool-minded, easy to deal with and very attentive to the client; more important, he is also very good to have across the table from you. He's helpful and sensible rather than being pointlessly difficult.

I'd also pick out Guy Beringer at Allen & Overy for embodying the same qualities as Jeremy, really. Guy is still relatively young and I do think that age is an important factor in corporate law. You have to be capable of operating at the highest level which does get easier with age. For example, if you're doing a transaction for the financial director of the FTSE 100 then he will be looking for a corporate lawyer with experience commensurate with his. But what being a good corporate lawyer really boils down to is being able to operate at the highest level. And while one tends to take technical expertise for granted, personality does play a big part.

Adrian Walker

Senior Partner

Lovell White Durrant

I wouldn't want to suggest by picking out the odd name here and there that any lawyer is better than another, I am just trying to pick out people who epitomise what being a good lawyer is about.

I'd pick out Daniel Mace, who is our senior corporate finance lawyer. He is an excellent operator with clear judgement and excellent client skills. I'd also single out David Lewis, senior partner at Norton Rose who I've known since we were in Hong Kong together. Again he's an excellent operator with encyclopaedic knowledge of the law and very good judgement. Finally there is Edward Walker-Arnott who I admire because of the breadth of his practice.

Richard Bond

Head of Corporate Law

Herbert Smith

I do think that it's quite an invidious task to pick out particular individuals; obviously we think we've got the best team we could have here at Herbert Smith. But there are some very first class corporate lawyers out there in the other big firms. And the quality of the individual is always vital to transactions.

Those established lawyers I admire would be David Cheyne of Linklaters, Anthony Salz of Freshfields and Nigel Boardman of Slaughter and May. I should point out that there is a large number of very impressive, up and coming corporate finance lawyers. In my view, a decent corporate lawyer should have a good grasp of law and practice, they should be versatile and they should be able to deal well with the clients. It's all fairly obvious really. Then your reputation builds as you become known and respected. One of the most important things in corporate finance is to achieve recognition within the legal and business community. Once you've made yourself a decent reputation with the investors, you've got the big ticket.

INTERVIEWS BY SALLY CHATTERTON

#### MY FAVOURITE RESTAURANT: VEERASWAMY

### Curry house with a doorman

PHILIP WILLIAMSON, marketing and commercial director with the Nationwide Building Society, has been with his current employers for the past 10 years, but it was 10 years further back that he discovered his favourite restaurant - The Veeraswamy in Regent Street, London.



Williamson: Drinks beer

At that time Mr Williamson, now 51, was working for Lloyds Bank as senior manager of its Piccadilly branch. "The Veeraswamy was unusual and quite difficult to find," he recalls. "The restaurant is on the first floor. There is usually a doorman in Indian regalia outside its entrance in Swallow Street."

Mr Williamson first fell in love with the place when he was dashing out to get a quick lunch with work colleagues from the bank. "They had delicious buffets - you

could be in and out of there without having to wait around for waiters," he says. "The restaurant has been there for around 70 years. The food reflects the homeland of the current owner - Henry Lobo is from Goa, and it's classic Indian," he says. His favourite dishes are classic chicken tikka, biryani and Indian sweets. "They don't overstuff you. They concentrate on flavours rather than quantity," he adds.

Mr Williamson, a native of

Liverpool, tries to visit Veeraswamy's whenever he travels up to London on business from Nationwide's head office in Swindon - a town which has "a variety of restaurants," he says, diplomatically. The tables at Veeraswamy's are nicely spaced, he says, a big plus in the West End, where greedy owners often crowd the tables, making conversation difficult.

"The service is good and the decor reasonably modern. It's good value for money. I reckon you should be able to get away with £25 for two, including beer," says Mr Williamson. And about the wine list? "You've got to drink beer with Indian food. It's traditional," he insists, with a twinkle in his eye.

JOHN WILLCOCK  
Veeraswamy, 99 Regent St, London W1 (Telephone 0171-734 1401).

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# Money and madness go hand in hand

Money, as we all know, can do strange things to people. In extreme cases, it has led to murder, theft and betrayal. For most of us, however, its most common effect is simply irrational behaviour. Unfortunately, this kind of aberration is more common than we realise. The most solid, sober citizens are just as prone to blindness in the face of monetary symbols as the psychologically disturbed.

How do we know this? Partly from observation of the world around us. Why does such a large proportion of the population still finance their houses with an endowment mortgage, which is clearly not the most sensible way to proceed? Why do millions play the National Lottery every week? Why are Internet shares trading at such absurd multiples of non-existent earnings?

No doubt we all have our own theories for this strange behaviour. But actually we don't need to fall back on observation or our own pet theories for an explanation. It so

happens that behavioural science has started to take an interest in the subject of investors' attitude to money and the trade offs between risk and return which are central to every decision we all have to take about money. Their studies are starting to throw up some interesting observations about the way that people behave in this respect - and one of their central findings is that irrationality is indeed part and parcel of the process.

I am indebted to Ken Fisher, a fund manager on the West Coast of the United States, for the following summary of the latest state of play in the research. As well as being a successful investment manager in his own right, Mr Fisher is also an accomplished author of several books on investment, and a long-time student of the behavioural aspects of finance. Like many other others who look after other people's money, he has learnt that logic, reason and consistency are not always what the clients of fund managers are after.

For example, it is common for

people to hire fund managers on the basis that they are looking for someone who can outperform the markets over time. However, if the markets run into a bad patch - say they drop by 15 per cent - and the fund manager manages to limit the fall in the investor's fund to 10 per cent over the same period, quite often the fund manager still gets fired. He has achieved the client's objective, but the client is working to a different agenda.

The same phenomenon, let it be said, applies just as well to those high level managers who act as trustees of your pension fund: for years, trustees instructed their pension fund managers to outdo the market averages by 2 per cent a year, despite the overwhelming evidence that this objective is next to impossible to achieve over periods of more than a year.

The underlying reason for all this is that people's emotions are powerfully engaged by money. In Ken Fisher's view, the average investor approaches investment decisions the same way that most



JO DAVIS

People's emotions are powerfully engaged by money: the average investor approaches investment decisions in the same way that most people approach food.

people approach food. "Just as we want taste, nutrition, low cost, appearance, convenience and prestige with our food, so too with investments we crave: high positive returns, prestige (peer superiority), low cost, convenience, active packaging, low volatility, a lack of embarrassment and much more".

His point is that investment engages multiple objectives - and therefore creates the scope for serial disappointment. Risk for most investors, on this view, is not just the risk that they will lose money; it is a much wider panoply of disappointments. Missing any one of the investor's multiple goals is a cause for regret - and therefore, more often than not, the trigger for irrational behaviour as a result.

Some well-known research by two behavioural psychologists, Richard Thaler and Shlomo Benartzi, has shown that normal people are very lopsided in their attitudes to making and losing money; in general, they are two and a half times more upset by los-

ing £1 as they are pleased by gaining £1. (This is the jargon of the profession known as "myopic loss aversion").

A related phenomenon to this is that investors are also often dissatisfied (even though they have achieved their objectives) if they have got there by a route which is not quite the one they expected. Fisher gives the example of someone who has a portfolio of shares and bonds. He has bought the shares in the hope of gain and bought the bonds as a defensive mechanism. Now suppose that over the next period, share prices fall and the bonds rise, leaving the investor overall no worse off than before. The strategy of diversification has worked - but most people in those circumstances, the evidence suggests, will still be upset because things have not worked out as they planned.

Yet another human emotional failing in investment is over-confidence. This is particularly true of men, apparently. Studies of the trading results of groups of men and

women have repeatedly shown that women are much better traders than men. The underlying reason is that they are less confident about their ability to beat the markets, so they trade less often. One study showed that men trade 45 per cent more often than women and achieve an annual return which is 1.4 per cent per annum less.

And what sort of market conditions bring out all the worst of our emotional responses? The answer is obvious when you think about it: it is market declines like the one we experienced last summer and before that in 1987. Even after years of strong bull markets, the average (male) investor still takes a 20 per cent drop in the markets really hard.

Because of the 2.5 to 1 loss to gain ratio, it feels like a drop of 50 per cent. He is desperate to pass the blame on to someone else and, through over-confidence, equally determined to take his portfolio into his own hands and trade his way through to a better outcome.

# Should you invest in... banks?

BY KIERON ROOT

THE BANKING sector has been on a roll over recent years, with major new players entering and existing clearers enjoying booming revenues. Indeed, the newcomers, former building societies, were expected to mount a serious challenge to the dinosaurs. The established banks, however, are not ready to roll over just yet.

"The new banks are not taking over from the old ones," insists Martin Cross, banking analyst at stockbrokers Teather & Greenwood. "They don't have residual investment banking operations or non-performing Third World loans to worry about, but the converters do have to face the problem of profit margin pressure, because they are more concentrated on a net interest intensive business, mortgage-lending, which is very competitive and very commoditised."

"My view is that the new banks are not as good an investment proposition as the older banks," agrees Jeremy Batstone, of NatWest Stockbrokers. "For the past four or five years, banks have been enjoying something of a golden era, with their revenues growing strongly. The fact that the current set of results have been generally fantastic reflects the fact that banks have been reporting on a period that has been extremely benign."

The "golden era" cannot last forever, and Batstone is less than enthusiastic about banks in general. "We are not greatly keen on the whole sector because of its high rating and also because the direction of both the UK and global economies is extremely unclear."

"However, if you have to hold them, and with banks accounting for over 17 per cent of the FTSE 100 many investors will have to be in, we would tend to stick with the clearing banks. We are looking at those banks

who can offset pedestrian revenues with greater cost cutting. The first signs of cost cutting are coming through in NatWest's figures. Barclays is in much the same situation and Lloyds TSB still has benefits to come from the merging of its operations."

"Apart from Abbey National's announcement last week, bad debts have not really ticked up yet," Martin Cross adds. "As a result, banks have either got adequate cash balances or too much cash, so they either announce big dividends, like Lloyds TSB, or share buy-backs, like Barclays & Woolwich. Or they can do both and carry out a major share restructuring, which is what Halifax has done."

"We would separate the banks into three subsectors," explains Andrew Spencer, head of European & UK equities at Fleming Asset Management. "One grouping are the predominantly mortgage banks, the second are the Far Eastern banks and the third are the old established clearers."

"Broadly speaking, we are reasonably positive on the clearing banks, particularly the two Scottish banks [Bank of Scotland and Royal Bank of Scotland]. He adds: "We don't think there will be a serious bad debt cycle this time round as the economic picture is not as severe as was anticipated. However, these two banks in particular have been very lowly rated because they have been regarded as growth stocks and growth in this sector is traditionally associated with risk of high bad debt levels."

He contrasts this with Flemings' view of the two Far East banks, HSBC and Standard Chartered. "We are underweight in the two Far East banks as we believe the

washout from the Far East crisis is still coming through."

Another factor that perennially drives interest in the sector is the possibility of merger or takeover activity. "The UK banking sector has been consolidating for some time," argues Ken Murray, chief executive of Cairn Asset Management, which is in the process of launching a specialist European Financial Sector Restructuring fund.

"There is still a long way to go and the converted building societies are protected from hostile takeover for five years from floatation, so the life expectancy of most will be five years and one day. I expect companies like the Woolwich and the Alliance and Leicester will be taken out and both the Scottish banks will either go or be involved in some kind of merger."

Andrew Spencer is more cautious. "Mergers in the UK are harder than people think, otherwise they would have already happened. The fact that the Halifax chose to give a large amount of cash back to its shareholders should tell you something: it probably wouldn't be allowed to buy up another mortgage bank in any case," he points out.

"Continental European involvement in the UK is almost inevitable," argues Ken Murray. "You are already seeing this in the life assurance market with the likes of Aegon and AXA and I hope you will see UK banks going into Europe too."

"There is a possibility that you could see mergers with European banks in the future, but they would have to be genuine mergers rather than straight takeovers," claims Andrew Spencer. "It would be interesting if a bank like Lloyds TSB could get its hands on an efficient European bank. Cost savings would come through,



The Midland, Cannon Street: established banks are not yet ready to roll over

David Hughes

but not as quickly as you might think - after all, there would be virtually no duplication of services."

UK investors, however, seem to be more than happy with the returns to be currently had from the sector. "Whilst investors are reeling on rates of return on equity in excess of 20 per cent, they will be quite happy for the banks to trundle on," suggests Jeremy Batstone. "A much tougher economic environment in the future will cause investors to ask ques-

tions and I believe consolidation will happen, but it is not imminent."

"Our favoured banks at the moment are definitely the two Scottish banks," points out Flemings' Andrew Spencer. "Barclays' case is unimproved at this stage. NatWest still has a lot to prove. So far, it has been the least effective in garnering cost savings but if the imminent set of results are good, its shares could have a long way to go. We would view Lloyds TSB as OK to mildly good."

## SHAREWATCH

### BUY

Glaxo Wellcome's story just gets better, says BT Alex Brown, which has repeated its buy recommendation (2018p) on the pharmaceutical giant's stock. SG Securities also considers it a buy (2021p), encouraged by the performance in its respiratory and HIV portfolios, while Teather & Greenwood notes that "with one of the most productive pipelines, double-digit earnings from 1999 are achievable".

### HOLD

Sutherland has upgraded Ulster Television (22p) from reduce to hold after the Northern Ireland franchise holder reported a rise in profits on Monday, boosted by the sale of a sixth of its stake in Societe Europeenne des Satellites, and announced a 35p special dividend. Full-year results from Halifax last week and news of £1.5bn return of capital in June pleased analysts, with Teather & Greenwood upgrading the stock from sell to hold, and Merrill Lynch moving from neutral to buy for the long-term. BT Alex Brown, held its recommendation on the shares at underperform (780p).

### SELL

Merrill Lynch has downgraded property developer Slough Estates (325p) to neutral, citing a longer-term concern over its overseas developments. Slough's 44 per cent exposure to offices and industrials in the Thames Valley area should be defensive, Merrill adds.

## NO PAIN, NO GAIN: OUR MAN'S PORTFOLIO

# Room in hotels for canny investor

HOTEL SHARES are bombed out. Even the Ladbroke takeover bid for Stakis and the stock market excitement over Greenalls' De Vere Hotels and Vaux's Swallow Hotels has not injected much enthusiasm into a sector which is feeling the cold blast of investment neglect.

The traditional hotel industry - the two, three and four star category - once enjoyed a glamorous rating. Now it is a victim of increasing competition from the growth of budget hotels, run by the likes of Granada and Whitbread, as well as suffering from the cutback in consumer spending which has hit most leisure activities.

Few have suffered more than Regal Hotels, rescued from the graveyard as recession gripped the country in the early 1990s. With its colourful history Regal represents an ideal adventure share for the pain portfolio. It should even provide a dash of excitement.

The new style Regal started with a couple of hotels and has since expanded by using its share quote as ammunition for acquisitions. It now has more

than 100 hotels. Profits in 1997 were £17.4m and last year's figure should come out, believe Peel Hunt, at around £21.8m, down from earlier estimates.

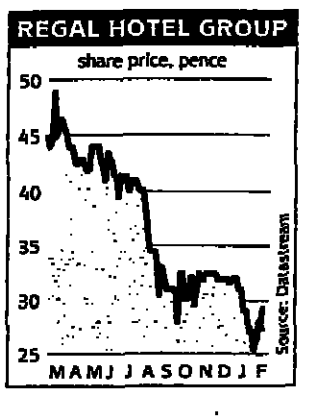
This year the rapidly changing group could manage about £27m. The shares have firmed slightly in past weeks but at 29.25p, against a recent 25.5p low, they still look very cheap with the 5.6 historic price/earnings ratio not far out of line with the 5.3 dividend yield.

Just how far the group has fallen from favour can be judged by the steepness of its share slide. The price touched 49p last year and at the start of 1997 was 65p. Like Thistle Hotels, the smaller Regal has close Far Eastern links; Regent Corporation, an associate of Malaysian United Industries, accounts for 20 per cent and enjoys boardroom representation.

It is possible that Regal's thirst for shareholders' cash to fund its rapid expansion has rattled market confidence, leaving it more exposed as pressure built up on the hotel industry. Significantly it did not resort to shareholders for its last deal. It



DEREK PAIN



acquired Country Hotels for around £42.5m through a joint venture company into which Regal pumped £30m.

Hotels have enjoyed a love-hate relationship with investors. Many chains went belly-up in the 1970s recession. And in the early part of this decade receivers were the nation's biggest hotel keepers as individual hotels and chains failed. Country Hotels was once part of the near terminal Queens Moat Houses, which still struggles under a debt mountain. Regal emerged from the first corporate voluntary arrangement. Resort Hotels crashed when skulduggery was uncovered.

But such costly days of dismay are over for the country's hoteliers and investors. The way Regal's management dragged it out of bankruptcy and then indulged in spectacular expansion (although it possibly overpaid on occasions) should auger well.

Management changes should ensure a period of consolidation which should mean room returns will increase. It

is also busy exploiting its bar, health club and restaurant facilities and indulging in a re-branding exercise. Corus is the name chosen for the hotels.

Indeed the three year £80m rebranding has caused some anxiety in the market with Charterhouse Tilney fretting about the pressure the revamp will put on the group's cash flow. Regal's directors thought about joining the management buy out bandwagon last year. But talks were abandoned. There was also a feeling that perhaps the management was not the only party interested in acquiring the group. It is felt the potential corporate raider has not completely abandoned take over ambitions.

As the Ladbroke descent on Stakis demonstrates, and the Whitbread rumours indicate, there is room for consolidation among the quoted hotel chains. With its shares so depressed Regal, capitalised at nearly £35m, could be vulnerable.

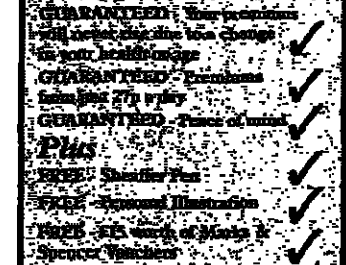
It is, however, a share which requires careful monitoring. If it falls below 20p then investors should run.

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MARKS & SPENCER

When you start your plan

# Why clear aims matter more than high yields

BY TONY LYONS

THE LAST few weeks of the financial year will see a rush for corporate bond PEPs, the most popular investment for above average income.

Corporate bond PEPs appeal to those nervous about equity prices heading down or sideways, or to those who have made significant profits elsewhere and want to park them in a secure, lower-risk home.

But some experts believe investors could be making a mistake in the long run. Corporate bonds do offer a high and reasonably risk-free level of income, but this is unlikely to rise much. And they show little prospect of high capital growth.

Over five years or more, equities have almost always outperformed conventional investments, including gilts and company loan stocks.

"If you want a sensible level of income that will grow year on year, then you should consider income funds," says John Irons, of SG Asset Management. "Corporate bond funds are fine if all you want is immediate income. But investors should stop being drawn by the advertised high yields and think about their real aims and objectives."

SG Asset Management has recently launched the SocGen UK Income unit trust, its first to be directly run by Nicola Horlick. She heads the

investment arm and is one of the best-known fund managers in the country.

"We aim to yield between 10 and 20 per cent more than the FTSE All Share, the most widely based stock market index," says John Irons. "We aim to grow this every year while showing a better rate of capital growth than the index."

The new fund will have an initial yield of around 3.2 per cent, much lower than that available with corporate bonds. Here, the mainstream funds that buy investment rated company loan stocks issued by the UK's leading companies are yielding around 6 or 7 per cent.

Some PEPs with high income rates of more than 7 per cent are also on offer but they invest in sub-investment grade stock. These are issued by companies seen to be higher risk and need to pay higher rates to attract money. Their prospects may improve, but there is always a fear that one may default.

Corporate bonds are investing in fixed-interest stock. They usually have portfolios of various types of corporate loans and, sometimes, government-issued gilt-edged stock. If a company issues stock to be repaid in 2025 with a coupon of 7 per

cent, it will pay holders £7 for every £100 they invest until it repays the loan. If inflation falls, the value of this fixed interest stock is more attractive and its trading price is likely to go up. If inflation rises, the price is likely to fall. At current inflation levels, the prospects are low for any significant capital growth.

In equities, the value of a company's ordinary shares depends on several factors, the most important being its prospects. The better its prospects, the more demand there is for its shares and the higher they will rise. Income fund managers hope to increase their payouts by more than the rate of inflation. This is unlike the income from a corporate bond, which is relatively fixed and will therefore be reduced in value by the rate of inflation.

Jason Hollands, of BEST Investment, a firm of independent financial advisers, says: "If you want to maximise your income, choose corporate bonds. But if you want a mixture of a rising income and capital growth, there is still a strong case for buying income funds that invest in good quality equities."

*The Independent* has published a free 28-page Guide to PEPs. The guide, sponsored by Scottish Widows, is available by calling 0345 678910.

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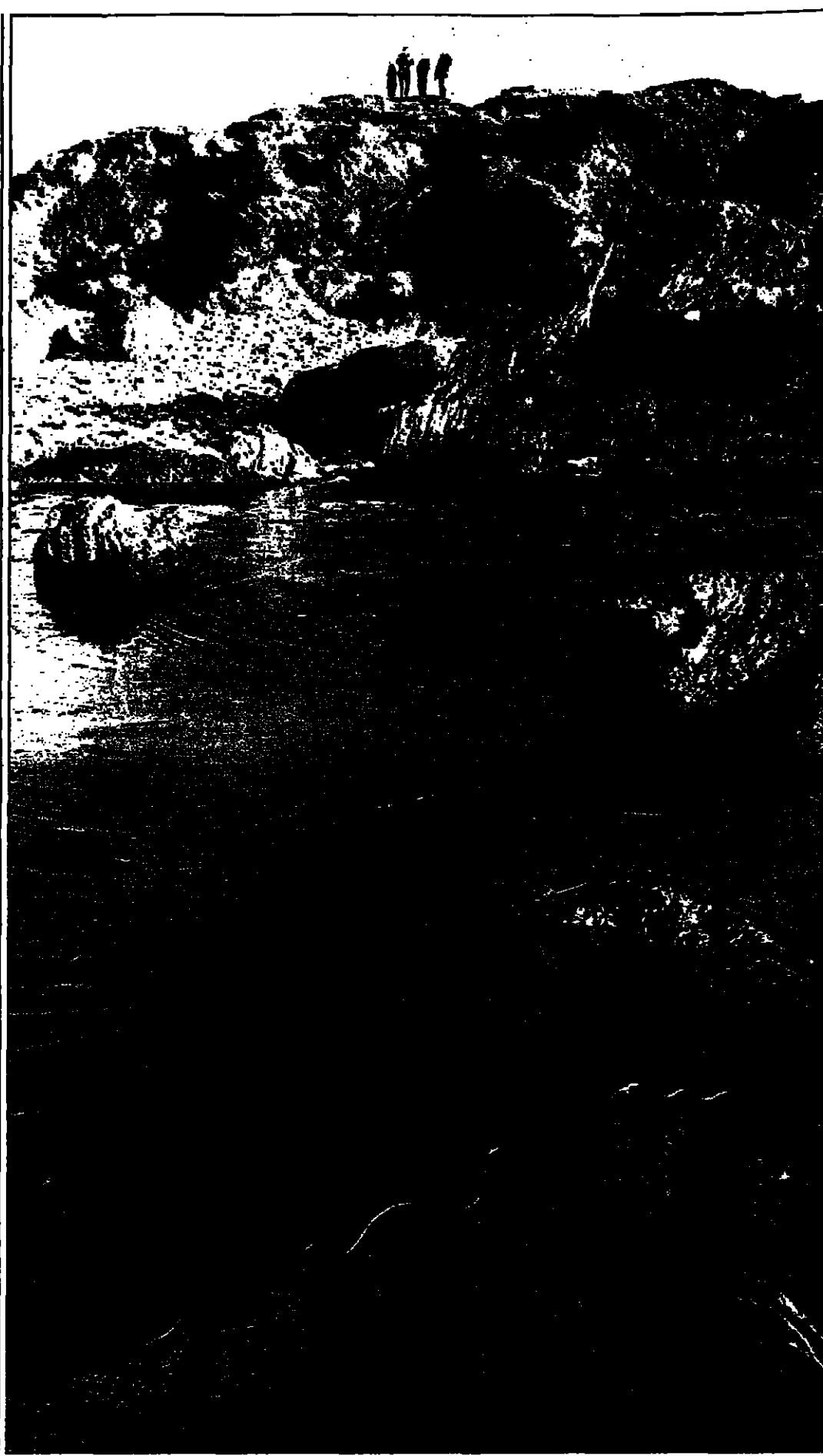
Corporate Bond Funds investing in sub-investment rated stock - higher risk

Fidelity Extra Income (tel 0800 414110) - min investment £1,000, 3.25% initial charge, 1.25% annual charge; M&G High Yield Corporate Bond (01222 448412) - min £1,000, no initial charge, 1.25% annual charge, exit fees if cashed in within five years

Equity and Income Funds  
BWD Rensburg Equity Income (0113 245 4488) min investment £500, 4.5% initial charge, 1.5% annual charge; Jupiter Income (0500 050098) min £500, 5% initial charge,

1.5% annual charge; Newton Income (0800 614330) min investment £1,000, 6% initial charge, 1.25% annual charge; Soc Gen UK Income (0808 100 254368) - min £1,000, 5.25% initial charge, 1.5% annual charge; Newton Income (0800 614330) - min investment £1,000, 6% initial charge, 1.25% annual charge

Selected by the independent advisers BEST Investment (0171-321 0100); and Pretty Technical Services (0171-377 5754).



Ethical investment to clean up pollution can bring investors more than a moral reward

## A profit can be found in morality

BY IAIN MORSE

THE IDEA of avoiding harm and doing good with our money is appealing and explains the success of ethical and ecological funds in attracting cash from investors at twice the rate of rival sectors.

The key question is whether being moral with money bears a financial cost. The evidence suggests this need not be the case.

Retail investments like unit trusts fall into categories; well-known examples include UK equity growth or smaller companies. Ethical and ecological funds can differ widely in the way they are run, and the type of shares and related assets they own. NPI's Global Care Growth, and Lloyd's TSB's Environmental Investor funds illustrate this point.

NPI's fund controls assets of around £96m, split among 130 separate holdings. Small- and medium-sized company shares each account for 30 per cent of fund value, with the remainder in large company shares.

Lloyd's TSB's Environmental Investor fund is smaller, with current assets of £24m split among 60 shareholdings in British firms. Of these only 10 per cent are in small companies, 40 per cent in medium and the remainder in large firms.

Comparing investment performance in the ethical sector with that of the non-ethical sectors needs care. Over the last 12 months NPI's fund has risen in value by 13.96 per cent, and Lloyd's TSB's 12.38 per cent. The ethical sector has, on average, fallen in value by 1.61 per cent.

This sounds poor, until the sector is compared to others. Over the similar period, UK growth funds, mainly holding shares in large firms, gave an average return of 12 per cent. More importantly the UK smaller companies sector fell by an average of 14 per cent.

Critics can still argue that the returns on these actively managed funds lag those of the FTSE All Share index. But last year NPI launched an ethical "tracker" index fund designed to replicate movements on the All Share Index. From its launch on the 1 July to 30 January, the fund grew by 1.87 per cent, while over the similar period the All Share Index fell by 1.73 per cent.

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FIXED RATES – WITHOUT REDEMPTION TIE-IN							
NATIONWIDE BS	TELEPHONE	RATE	TERMS	MAX LTV	FEE	INCENTIVE	REDEMPTION PENALTY
	800.3020.10	5.39%	2 years	90%	\$35	Refund of valuation fee if no MP	1st Yr. 4.3 months interest
Leads & Referrals	Bernard 0742.96.4	4.0%	1-5 yr	90%	CASH		None

1	RS	0121	5806404	5.25%	30.4.04	95%	€295	Free ASU for 1 year	1st 5 years
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**FIXED RATES - WITH REDEMPTION TIE-IN**

<b>Northern Rock</b>	0845 6050500	3.49%	01.4.01	95%	£295	Free ASU for 6 months & Advise up to 1st Cym. 6-3% of sum rep
----------------------	--------------	-------	---------	-----	------	---

\$	0990133149	3.90%	3 years	95%	£295	to 90% - no MP	and
							1st 5 yrs

**CAPPED RATES**

0800 119955	4.55%	01.4.01	90%	£295	Advances up to 85% - no (MFP)	to 31.3.01
-------------	-------	---------	-----	------	----------------------------------	------------

Nauney Loan SS	01/82 265150	4.95%	31.102	95%	£295	-	1st 5 yrs 120 days interest
Scarborough BS	09/90 133149	5.65%	4 years	95%	£295	-	1st 4 yrs 5% of sum repaid

**FIRSTTIME BUYERS (TABLE 1) ADDRESS SHOWN**

**FIRST-TIME BUYERS (VARIABLE UNLESS SHOWN)**  
0345 665522 3.55%R 31.5.01 95% £295 Ads up to 90% - no MP to 31.5.01

Scarborough BS	0990 133149	4.20%	3 years	95%	-	£300 cash rebate	1st 5 years, 8.67% of sum repaid and rebate rep'd
Derbyshire BS	01332 841000	5.40%R	5 years	95%	£125	£250 rebate, (see refunding & up to 50% - no MIP	interest to end of month

### VARIABLE DISCOUNTED RATES

<b>Northern Rack</b>	0845 8050500	3.30%	01.04.01	95%	-	Relevant value months free ASU & up to 90% - no RMP	1st 5yrs: 5-3% of sum repaid
<b>West Bromwich BS</b>	0121 5806404	4.45%R	3 years	85%	£295	£240 rebate, free RMP & free ASU for 1 year	1st 5 years: 5% of sum repaid
<b>Halifax</b>	0800 203049	4.95%	30.4.04	90%	-	No RMP & mortgage free valuation to 30.4.06 3-1% of advance	

**& legal fees**

UNSECURED PERSONAL LOANS					
	APR	FIXED MONTHLY PAYMENT ON £5,000 FOR 3 YEARS			
Northern Rock	0345 421421	9.5% H	With insurance	182.37	No insurance £165.44
Phone A Loan	0800 1386898	11.9%	With insurance	183.40	No insurance £164.61

0181 6809966	12.2% D	With insurance	182.34	No insurance	£16
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OVERDRAFTS					
	ACCOUNT	AUTHORISED £M	APR	UNAUTHORISED £M	APR
Alliance & Leicester	0500 959595 Alliance	0.95%	12.00%	2.20%	29.8%

0500 302010	Flexaccount	0.97%	12.20%	2.10%
0800 731 7774	Bank	1.05%	13.40%	2.20%

CREDIT INFORMATION		CREDIT RATING		CREDIT LIMIT		CREDIT TYPE		CREDIT TERM		CREDIT DATE	
<div>CARDS</div> <div>STANDARD</div>											
TELEPHONE	CARD TYPE	RATE %/PM	APR %	FEES PA	INTEREST FREE PERIOD	MIN OUTCOME					
800 126000	Arkansas Visa	0.48%	5.0%	N/A	0 days						

Connecticut	0500 551055	Mastercard/ Visa	0.56% N	6.90% N	Nil	56 day
-------------	-------------	------------------	---------	---------	-----	--------

Interest Accruals	0800 077770	Visa	0.565% N	6.90% N	N/A	56 days	
<b>GOLD CARDS</b>							
Co-operative Bank	0800 404070	Base Rate Visa	0.4583%	10.04%	£120	46 days	£20K
Co-operative Bank	0800 126000	Adv Card Visa	0.48% N	5.90% N	N/A	0 days	£20K
People's Bank Connecticut	0500 551055	Mastercard / Visa	0.565% N	6.90% N	N/A	56 days	£20K

**MORE CARDS**

STORE CARDS			
		PAYMENT BY DIRECT DEBIT SALES	PAYMENT BY OTHER METHODS SALES
John Lewis	Via Store	1.39%	1.39%
Marks & Spencer	01244 681681	1.95%	1.95%
HM	Via Store	1.95%	2.15%

ASTU=Accident, sickness and unemployment insurance. B+C=Buildings and contents insurance. com=end of month.  
D=Minimum age 22 years. H=If no insurance arranged APR 12.5%. N=Introductory rate for a limited period. R=Rate wef  
1.5.99. U=Unemployment insurance. MIP= Mortgage indemnity premium. All rates subject to change without notice. Please  
check all rules before borrowing.

## NORTH AMERICA

ONE YEAR		FIVE YEAR		CASH BANK	
	CASH	AMERICAN UNIT TRUSTS/OTETS			
	1,706.51	Fidelity American	3,250.99	1	
North	1,332.77	GA North American Growth	3,230.36	2	
CI B	1,289.07	Edinburgh North American CI B	2,965.63	3	
CI A	1,266.26	Fidelity North American CI A	2,959.17	4	
th 2	1,275.32	Fidelity American Special Sits	2,671.03	5	

### WORST PERFORMING UNIT TRUSTS

ONE YEAR	FIVE YEAR		
CASH	AMERICAN UNIT TRUSTS/DECS	CASH	RANK
795.99	Mutual Americas Growth	1,225.89	103
792.59	Lloyds Bank N Am Sm Cos & Rec	1,223.96	104
792.48	Baring American Smaller Cos	1,021.15	105
791.55	GF Bio-Tech	1,000.46	106
657.06	Corbett American Strategy	931.7	107
1,070.16/115	Meadow/Cowart	1,983.69	107

### POST-DEFORMATIONAL EFFECTS ON PROPERTIES

FORMING INVESTMENT TRUSTS				
ump sum, % change, mid-price to mid-price				
	FIVE YEAR	FIVE YEAR		
	% CHG	AMERICAN INVESTMENT TRUSTS	% CHG	RANK
	27.71	Edinburgh US Tracker	114.95	1
ine	15.67	Fleming American	88.33	2
	13.34	North Atlantic Smaller Cos	50.00	3
	3.30	US Smaller Cos	48.75	4

### WORST PERFORMING INVESTMENT TRUSTS

ONE YEAR	FIVE YEAR		% CNG	RANK
% CNG	AMERICAN INVESTMENT TRUSTS			
-3.10	For & Col US Smaller Cos		34.33	5
-12.19	American Opportunity		30.34	6
-22.14				
3.23/7			61.12/6	

Source: Standard & Poors/Micropal

### PERMANENT INTEREST-BEARING SHARES

COUPON (gross, %)	MINIMUM (\$)	PRICE (pence)	YIELD (gross, %)
9%	1,000	154	6.09
11%	10,000	181	6.09
13	10,000	214	8.07
13	1,000	208	6.25
12%	1,000	198	6.12
13%	1,000	210	6.37
10%	1,000	170	5.01

Newcastle	12%	1,000	210	6.01
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MOON (gross, %)	MINIMUM (\$)	PRICE (pence)	YIELD (gross, %)
11½	50,000	186	6.32
11½	10,000	160	7.34
8½	50,000	136½	6.40
12	50,000	176	6.82
13½	50,000	221	6.17
13½	1,000	200	6.69

Northern Rock	12%	1,000	200	6.31
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Source: Greenwich NatWest

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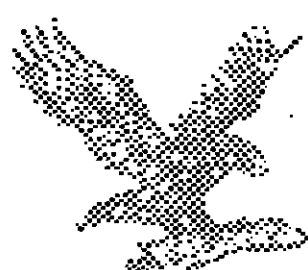
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Give m

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Small



# Give me a stiff drink or I'll kill my neighbour

IT COULD only happen to me. Overjoyed to be leaving New York after a hellish week, I bounded on to the plane home - and found myself sitting next to the odious Neil.

"Long time no see," he said, smirking. "You missed me?" Looking at him, shoes kicked off and enormous holes in his socks, I couldn't say that I did.

I remembered all the things I loathed about him: his existence, mainly, but not forgetting the backstabbing and arrogance and stupidity.

"What do you think?" I replied with heavy irony, though sadly not heavy enough for Neil. He just smirked and said something about

how I shouldn't be coy and he supposed the men at my new job weren't up to much. It was going to be a long flight.

Neil, in case you don't remember, is the former colleague with the reality problem: what he sees is not what you get.

And what he sees in the mirror is a babe magnet. He never did understand how, then, I could have refused to go out with him, particularly not after he took delivery of the Porsche.

Presumed I was frigid, I suppose, and proceeded to politic me out of a job.

So you can understand my lack of joy at our unplanned reunion. Unfortunately, the plane was full to bursting, so there was no way of escaping for a snooze either.

Six hours with Neil, and straight into work for Tuesday morning. I need a drink, I thought - no, make that two.

"So, how's tricks at the new job?" Neil asked me, but I'd barely got further than saying it was going fine when he interrupted. "That's great, good to hear it," he said.

Then he launched into a blow-by-blow account of what had happened to him since the trading operation at the last place had been dismantled.

The drinks trolley arrived.



## THE TRADER

Neil never did understand how I could have refused to go out with him

"What's the most anaesthetising drink you have?" I asked the nice man pushing it.

He looked hard at me and you could tell he was grappling with a moral dilemma.

He'd surely been told during his training that it was drunk passengers who cause the trouble, bottling staff and trying to open the doors at 37,000 feet.

If he piled me with drink, would I start singing "Danny Boy", or worse? (I could hear Laura's voice in my head asking if there was anything worse than me singing "Danny Boy", but it was imaginary, so I ignored it.)

I gazed up at the steward in desperation. Look, I wanted to say, if you don't ply me with drink until I'm numb, I will kill the idiot sitting next to me. Then Neil barged in with some comment, and the penny dropped. The steward gave me two vodkas with ice and with a "Neat all right for you, madam?" moved on.

More relaxed now, I tuned in to what Neil was saying. He was in a fine mood, pleased with some new scheme that was going to make him and his friends a fortune, all very hush-hush but it was going to make George Soros look like an OAP. Then I fell asleep.

At Heathrow, I lost sight of Neil until the queue at passport control. He was about 10 people in front of me, tapping his toes impatiently. But as he went through, a man in a grey suit broke loose from a cluster of other men in grey suits and put his hand on his forehead. I'd seen that gesture before. I thought, but where?

Then I remembered: on endless television detective programmes. What in the world did the police want with Neil?

I cleared passport control and walked as slowly as I could past Neil and the grey men. And that's when I heard the policeman tell him: "I think you'd better come with us. We'd like to ask you some questions ..."



Ernst & Young sponsored the immensely successful Monet exhibition at the Royal Academy in London: but how much did the company benefit from its investment?

Fiona Hanson

# A mix of art and golf that appeals to the money men

BY ROGER TRAPP

ANYBODY WHO thought that accountants and other professional advisers were shy retiring types has obviously not been to many cultural or sporting events lately. You do not have to look closely to see the logos of the likes of Ernst & Young and Andersen Consulting where not so long ago there might have been nothing at all.

Ernst & Young, sponsor of this year's Monet extravaganza at the Royal Academy in London, could be regarded as having upped the ante when it put its money behind an exhibition devoted to Picasso back in '94, repeating the trick with Cézanne two years later and Bonnard last year.

But others are not about to be outdone. Having dipped their toes into

upfront marketing with campaigns that have led to their names emblazoned across billboards, companies like KPMG have sponsored rugby teams and other sporting interests.

So is this "me-tooism", or are tangible results to be had from this sort of activity? Nick Land, UK chairman of Ernst & Young, seemed a bit vague when asked how much the Monet deal - the firm's largest sponsorship so far - was costing his firm. But having backed other admittedly lower-key arts events, he presumably feels there is a benefit to be gained.

At Andersen Consulting, meanwhile, they are somewhat less circumspect. According to James Murphy, the firm's global managing director for marketing and communications, the "overall events strategy" is based on solid research. Though it does not come as much of a surprise to learn that senior US business executives put playing and watching golf close to the top of their leisure preferences, Andersen put the notion to the market research test - and that is why the PGA World Golf Championships teeing off today in San Diego, California, bears its name.

Andersen reckons the series of three tournaments a year featuring the best 64 players in the world battling for first prizes of \$1m will be enough to lure even the most workaholic of executives out for the day.

In much the same way that the Andersen Consulting advertising is carefully targeted at the sort of publications and television programmes that senior executives might read and watch, the firm's sponsorship programme is highly selective.

Moreover, with Andersen increasingly keen to work with the biggest global players, the sponsorship strategy has gone global, too - which is another reason for choosing golf, since the sport is becoming almost universally popular.

That said, Mr Murphy stresses that the firm acknowledges differences in local interests, so that in Australia, for example, it has sponsored the prestigious horse race, The Melbourne Cup, while in Britain

it has backed a team in the Formula One motor racing championships. Always, the key is whether the event is the sort frequented by top executives the firm seeks to influence.

As Mr Murphy explains, there are two reasons for such a strategy. First, it makes a great impact - certainly, Monet must have helped enormously with Ernst & Young's name awareness. Second, it lets the firm demonstrate to potential clients its personality and what it stands for.

But Mr Murphy says the organisation - which has also sponsored important arts events including the acclaimed Van Gogh exhibition that did a stint in Washington last year - does not expect a quick payback. "It's like image building," he explains, adding that the sort of services a firm like Andersen offers are costly and take a long time to deliver. "It's not like selling an automobile."

Nevertheless, firms need to bear in mind that sponsoring sports events is about a lot more than arranging tickets to an in-demand event for a few favoured clients. Such occasions also have to be run very well. One accountancy firm famously issued instructions to staff on how to deal with their guests at the hospitality it was laying on.

But the pressure goes further than that. As Mr Murphy says, if you cannot run a golf tournament it is going to be a little hard to persuade a client that you can run a major project.

## COMMENTARY

### Staff share schemes need help

BY LAWRENCE GREEN

BUDGET DAY is coming, yet many companies are holding back from announcing new all-employee share incentive schemes, instead waiting to see if Gordon Brown will make any innovative proposals.

In particular they are looking for help with the transition from existing PRP schemes, which are being phased out. In his pre-Budget statement last November, the Chancellor announced his intention to double the number of companies operating employee share option schemes across the whole of their workforce.

The subsequent consultation paper issued by the Treasury has produced 170 submissions from industry and analysts. However, this high level of interest will only help the Chancellor reach his target if he comes up with the goods in the Budget. He must address the reasons why smaller quoted companies are not using all-employee share schemes with the enthusiasm of the FTSE 100 companies.

There are two approaches the Chancellor might take. The easiest would be to address the problems with the existing share incentive schemes which benefit from Government tax breaks. There are two main types of scheme that might be simplified. The first is the Save-As-You-Earn share option scheme (usually called SAYE or Sharesave schemes), under which all employees can save on a monthly basis in a tax-free account and later use the savings to buy shares in their employing companies at a discount.

The other type, called a profit sharing scheme, gives tax-free shares to all employees on condition that they are retained by the employees for a minimum two or three year period. Both types of scheme are highly regulated by the Inland Revenue, making them very expensive to put in place and operate, and hitting smaller companies disproportionately. As the rules stand, for example, virtually every communication with employees relating to an approved scheme requires specific Inland Revenue approval.

Companies can obtain a corporation tax deduction for the profit made by their employees exercising SAYE options, and big companies can save millions. However, the procedure required for this tax saving is complex, and can outweigh the benefits for small firms. This could be avoided by a simple rule change. The Chancellor could also give tax breaks to new schemes, such as one in which employees can buy shares on a regular basis at a discount to their market value.

Lawrence Green is Employee Share Incentive Specialist at the national law firm Eversheds.

# Small is beautiful for environmental awards

BY ROGER TRAPP

A DECADE ago, it would have been hard to credit that large organisations would expend much effort on assessing the effects of their activities on the environment. However, yesterday saw 40-odd entries for the annual environmental reporting awards organised by the Association of Chartered Certified Accountants.

Moreover, as Roger Adams, the Acca official behind the awards, points out, some companies are so dedicated to the task that they produce what amounts to "boxed sets" of material, on everything from exhaust emissions to work with local communities.

In such a context, it is perhaps not surprising that the judges went for something compact, so that Michael Meacher, the environment minister, ended up handing the top prize to Anglian Water, a company frequently on the shortlist but never before the outright winner. Encouragingly, another company in the utility sector

- Eastern Group - was named runner-up, while the car company Vauxhall Motors took the prize for "best first-time report".

Apart from the "less is more" argument, there is a significant message in Anglian's victory. According to Mr Adams, now that the notion of reporting on something other than financial performance has become accepted, there is a need for it all to be made relevant.

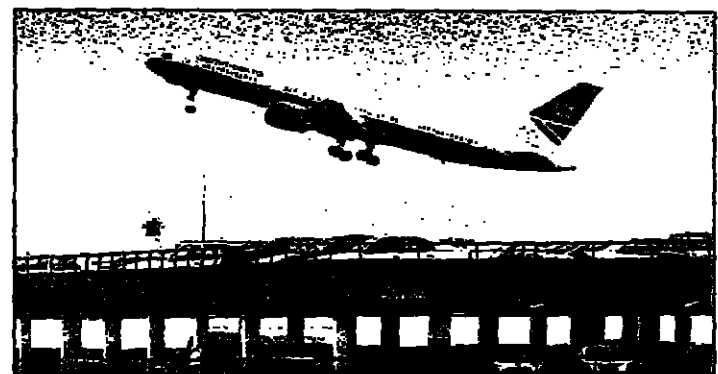
Just as traditional company reports and accounts have in recent years been made more accessible - at least in part as a gesture towards the increased numbers of individual shareholders - so environmental reports and related documents on ethical and social accounting will have to be more reader-friendly. Though the awards generally throw up one or two well-designed and easy-on-the-eye reports, many are

dense packages of arcane expressions and difficult-to-understand figures that must mean little to those outside a fairly select group.

Indeed, this is perhaps the main reason why the Body Shop, though a pioneer in this area, has not lately been among the winners. It has become more difficult to identify the specifically environmental issues from the many other social and ethical concerns dealt with in its publications, Mr Adams says.

No doubt conscious that they would have been among the key targets of early proponents of environmental reporting, oil companies have also been in the vanguard of wide-ranging reports. Both Shell and BP (now part of BP Amoco) have in the past year produced lengthy reports that Mr Adams describes as "all good stuff" but of limited value as a communication tool.

That said, the judges acknowledged the move towards social and



Heathrow operator, BAA, is praised for individualised reports

ethical reporting, and the whole "inclusive" approach to sustainable business performance espoused by the Centre for Tomorrow's Company, by commending the "partnership report" produced by the Co-operative Bank.

But even though there is so much material, many organisations are -

in the view of Acca - paying insufficient attention to measurement. In particular, Mr Adams says, there is "not very much evidence of financially-related eco-efficiency indicators". In other words, there still appears to be a tendency for companies to regard reporting on the environment as a "good thing" to do

rather than to regard it as something that can have a financial impact.

His wish-list for the future also included a desire to see greater explanation of why things were reported, "some idea of the priorities" in the scores of objectives that companies dutifully set out in their reports, as well as more discussion of the direct and indirect effects of their activities and a greater attention to what happens in this sphere if operations are bought or sold.

On the positive side, there were signs that companies had responded to Mr Meacher's call last year to pay attention to the "global warming indicator" that is increasingly seen as a vital element in any environmental reporting effort.

Some companies were even allowing observers to compare one of their locations with another. BAA, the company that runs Gatwick, Heathrow and other leading airports, won a commendation from the

judges for achieving a balance between group and site reporting by producing separate reports for each of its main airports.

Moreover, organisations were becoming less inclined to ask readers of their reports to take their word for the accuracy of the claims they made. About two-thirds of the entries had been externally verified in some way - whether by the large accounting firms that audited their accounts or by one of the specialist consultancies that have sprung up in response to this growing activity.

However, an area of concern for government must be the apparent reluctance of public sector bodies - along with the small and medium-sized enterprises that play an increasing role in the economy - to put their activities up for scrutiny in this way. The Environmental Agency has issued a report but, Mr Adams says, there are not many others of its type.

## ME AND MY PARTNER

ANDY LAW AND DAVID ABRAHAM

When Andy Law and David Abraham set up an advertising firm, they were determined that it would be different: an ethical and creative co-operative. The result was St Luke's, one of the most successful agencies of the Nineties



Andy Law (left) and David Abraham played 'Good cop, bad cop'

Neville Elder

**A**NDY LAW: What we thought was interesting was how David and I kept meeting. In 1988, I was the client services director of CDP. I'd done a degree in classics and had no qualifications in advertising, but I thought it was commercial and glamorous. I wanted to get into business but I wanted it to be fun.

In CDP there was this idea that the creatives did the work and the suits got out and sold it. I wanted to change that. I believe account people should all be creative. David was one of the people I hired. I thought he was very intelligent, academic - one of those brains that grips problems - but equally someone who knew the creative product.

We both realised the CDP agency management was not fulfilling. I was looking for a way out what I didn't realise was that so was he. I joined Chiat/Day as creative business manager in 1990 and discovered a few months later that David was trying to get out. We won the Midland Bank account, and David had been involved with NatWest - so I kind of railroaded his appointment. I thought for a man of his age, in his mid-20s, he had this incredible ability to handle clients much older than him. (There's a big age difference. I'm 43 this year, he's in his thirties.)

Through intellect, he could sit with CEOs and really discuss with them. So I took him to the shell of the Chiat/Day building and talked about how the office was creative and how this would be a new model business.

Then we were chosen to join a task force looking at the future of the business. We were really interested about how you make decisions. Business is the most powerful force on the planet, and by and large it had no code of conduct or ethics. We had this zealous appetite for what we were doing.

We actually suggested we become a charitable concern. The chairman dipped his lid and we were left with nothing. It was intellectual interruption. He said, 'This

is all pie in the sky thinking. Get back and do your jobs'. Because of this passion, I had fallen out, really, with the management and they sent me to the New Zealand office. Then, in Sydney, I got a call saying, 'You're in the wrong continent; we have closed all our offices in south-east Asia'. I went to LA, then took over the London office; that was the summer of 1993. The first thing I did was make David my deputy.

We had begun to realise we were very different. I can throw a long ball, a vision, and believe it can happen. He can wire anything together. Creating the passion, rallying the troops - that was me.

We had been given our own little ad agency, and we recruited on the premise we wanted to change everything. Most of the previous management had gone. We put in some of our theories to see how we could become more ethical. We had notions of changing the interaction between humans, things like the value of keeping agreements, lack of coercion, removal of ego. There was also the redefinition of physical space. We were already working open-plan. All of a sudden, it just went, 'Bang'. It worked. At that stage, once you make that decision, you liberate everybody else. It's everyone's idea.

We just got more and more successful, until we got a phone call saying, 'We have sold the office'. David was the first person I called. My job was to secure the business and take it into a merged venture with the people I thought were necessary. But because we had immersed ourselves in this thinking, and valued human capital, we thought, 'How can we fire people?' We decided to break away en masse. But it never entered our heads to set up as Law Abraham.

Thirty-five of us formed a co-operative. We set up on St Luke's Day, 18 October. David and I had had many conversations of, 'What if?'. David and I took ourselves away to clear our heads for taking on Omnicom, which had bought Chiat/Day. We thought we would

play 'Good cop bad cop'. I would be the nice chap, and David would be unbelievably hard and pick up points on the deal. We went to Madison Avenue and said, 'We haven't got any money'. We had to pay them a royalty every year for a minimum number of years, and they set the figure at \$2m. We said, 'We will have to consult our advisers'. We went to the bar and said, 'One million. We'll halve it'. We pulled it off and came back with a deal.

In our second year, we were agency of the year. We decided to go on a 24-hour trip to Paris and re-

cast what our roles were. Although it seems obvious now, I wasn't sure if I should be a chairman. In fact, we came out with me as chairman because I could set a vision to open minds. David was going to head up the mission in terms of operating by creating fascination. That was his job. I think he's much better at telling it as it is than I am. I believe in people and in the creative processes to make things happen. He's much better at bringing things to a head and saying, 'This is what it's all about'. We still are people who are out there, look-

ing and reading and researching. He plays the guitar; I read Latin.

We talk a lot about the clients; how does this affect that? We are constantly scoping out 'What if?' and 'Perhaps we should'. It's been incredibly valuable. We watch the radar, and nothing is a surprise.

**D**AVID ABRAHAM: We met in the Eighties when I was looking for a way out of a flat period in my career. I'd left Oxford after reading history, worked for large advertising agencies and was looking for a fresh start. I was

pointed at CDP where Andy was the account director, responsible for a lot of the good work. Someone suggested I have a chat with him and it was a very interesting, because I had only known the management processes of a big US-owned advertising company.

Advertising appealed to me; my father is an architect, so creativity and business is something I feel comfortable with. I came to Andy in the hope that the job could be more than what it was; the conversation [with Andy] fulfilled my expectations because we talked a lot about how creativity comes out of organisations. I really enjoyed meeting someone who was young and more relaxed and with a good sense of humour. He had a healthy perspective on the advertising business. Everyone else was driving round in Porsches and really going for it; the very long lunches, key people flouncing around, the abuse of clients. That conversation defined a lot of what we subsequently did. He showed me some of the adverts he had been involved in. Here was someone who was doing this because he was intrigued by what made a good piece of communication. He talked a lot about teamwork. He was someone I subsequently came to understand is extremely quick in understanding what it is to talk to someone else. I was made to feel very relaxed. He listened to what I said.

But it was a big agency. When we did bump into each other, it was to reflect on what was going on in the company. It was beginning to eat itself up. I believed that the only salvation was to try to create a new methodology.

Andy seduced me into Chiat/Day by taking me to this new building, which was breathtaking, overlooking Covent Garden. It was a glass box on top of this tower block and I felt, 'Crikey, these people are spending a lot of money and they have a breathless approach to physical impressions'. The most important thing they were doing was

developing a way of working with clients. It was collaborative. They were teaching you to be client-service oriented. We were trying to synthesise the best of both - you can work with clients but you needn't produce rubbish. If you can't handle pressure and can't take risks, clients aren't challenged.

It was for that reason I went to work with Andy again. I could see there was a radical agenda. The second critical moment came when we were invited to contribute to this think-tank for Chiat/Day, looking at the future of the whole network. It was a really critical moment, because we were trying to reinvent this company because it was getting boring. It was frightening. We immersed ourselves in intellectual exploration; how things were changing and how they could be. We were reading a lot and discussing ideas. That's when the relationship was developing.

We share similar ideals but we have very different styles of working. Andy has high emotional intelligence. He is good at communicating with groups of people then reading the dynamics of people's minds. It's more to do with charisma; to say to people, 'This is what we want to do. Follow us'. We realised what our partnership is really about. I was reading it from a chess view; he was playing it by asking what were the expectations of different parties - what were people feeling about it?

Setting up St Luke's was draining and there was a period of insecurity. We were creating a model of self-management yet you need leadership. There was a time when we felt embarrassed about the concept, and that did get difficult.

We work on radar, really. We scoop up things and debate them then do them. We have also learned a lot from each other. There was a time when I was doing, and he was inspiring. It's become much more blended.

INTERVIEWS BY  
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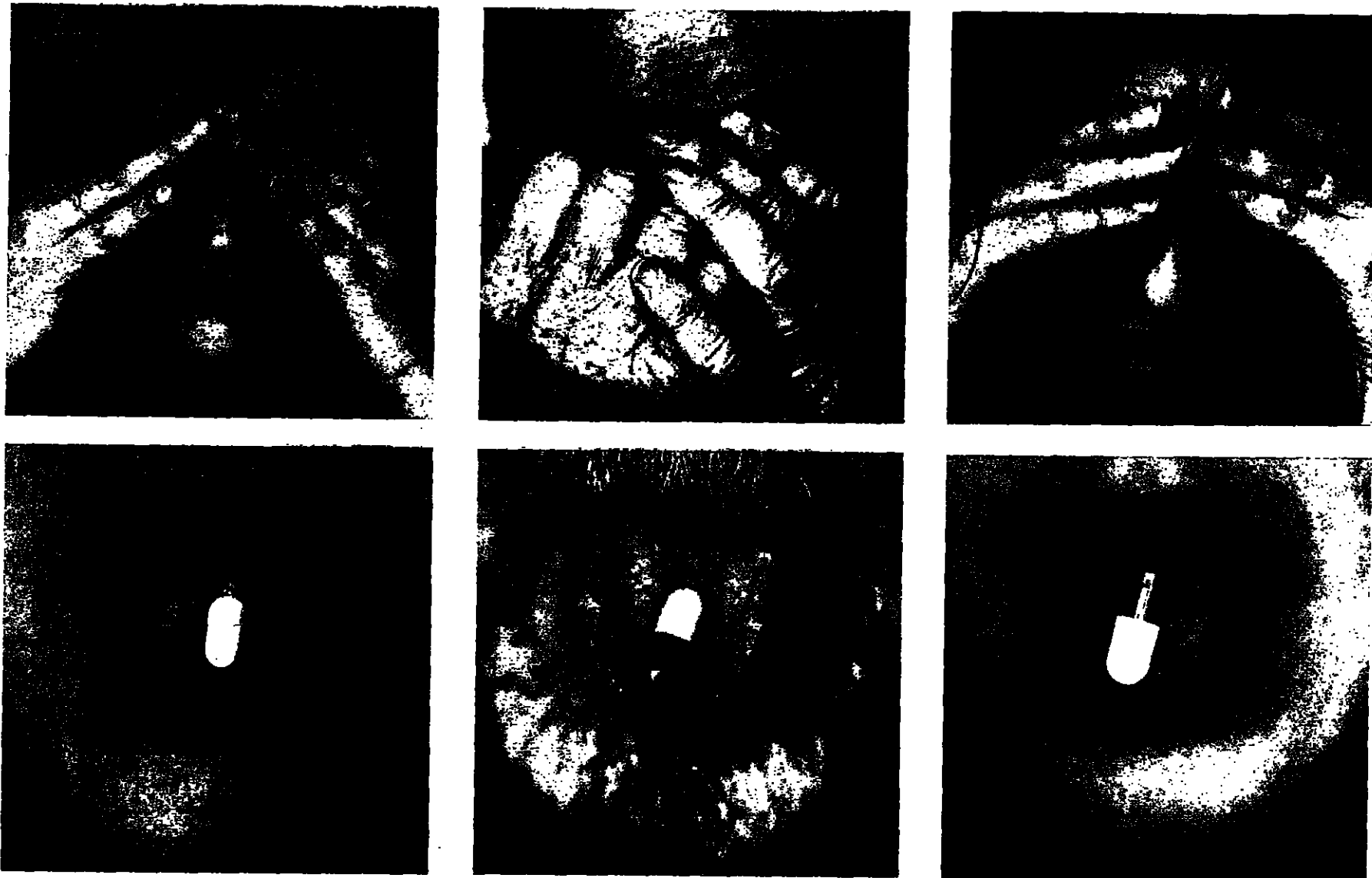
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# WEDNESDAY REVIEW

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## Stressed out Blissed out U.K.

More and more of us are depressed. More and more of us are being prescribed drugs to take the pain away. But in a society that promotes stress and depression, how is tinkering with your brain chemistry going to fix anything?

**L**ast week I did something I'd never before done in my adult life. I went to the doctor, not because I had a specific physical symptom, but because I felt that something less definable was wrong. Since the birth of my first child 18 months previously, I've been needing huge amounts of sleep to keep going. Occasionally, I've had to spend the day in bed to top myself up.

At first, I considered my exhaustion to be natural. I'd stopped working a month before my baby was born, and had spent all my time until the birth itself moving house. I'd gone back to work when my baby was 10 weeks old, to a stressful job as a newspaper executive, even though I'd continued breast-feeding until he was six months old. I put my profound tiredness down to all of these physical demands, and had assumed that the pressure and the stress would ease with time. It didn't and eventually I'd decided that what I needed was a change. I'd thrown in the towel, taken a month off and changed jobs, becoming a writer with this newspaper. Now I could spend more time with my son, and of course, in bed.

But I still wasn't feeling too springy in the step area, so I thought it was time for a check-up. This was what I told my doctor, who I'd never met before. The doctor looked at the rim of flesh at the edge of my eyelid, and said that it seemed quite pink. Although she didn't think I was anaemic, she would give me a blood test anyway. She also asked me if I'd been feeling low or tearful or ever had suicidal thoughts. I said that sometimes I did, and at that moment the consultation turned for me into a *fait accompli*. I couldn't fail to see what she was getting at, and found myself falling into a pattern of call and response which, although I'd never taken part in it before, was utterly familiar to me.

Within a couple of minutes, she delivered her diagnosis. I had depression, and I ought to go on a six-month course of anti-depressants. I could also consider cognitive or analytical therapy. But the former was the course of treatment she'd recommend. Why didn't I take a week to think about it, then come back and see her again?

So I've spent a week thinking about whether or not to go on a course of Sertraline, a slightly more

sophisticated cousin of Prozac. I've talked about it to my husband and to my closest friends, all of whom seem agreed that this is not a good idea. I'm still not sure, and feel that since I'm not sure, I shouldn't start taking the drugs. I still believe I have sound rational reasons for feeling the way I do. I understand that depression is an illness and that one shouldn't feel stigmatised by it. But I believe as well that being tired, fed-up and maybe a little unhappy is not an illness, and that the answers can't always lie in adjusting your brain chemistry - in this case your serotonin levels - to fit your situation.

I've been heartened to find arguments backing up this gut-feeling in Malignant Sadness, Lewis Wolpert's exploration of depression which was inspired by his own descent into clinical depression (which I'm certain I don't have) and his eventual recovery using a combination of Sertraline and cognitive therapy. He reckons, though, that doctors are too quick to reach for pharmaceutical solutions and puts this down to cost.

But I don't think that my doctor had cost in mind when she made her recommendation. I

can explain, is why so very many of us are succumbing to this debilitating condition.

Wolpert does, however, make some suggestions: "A striking finding in recent years that could account for the apparent increase in depression has been its growing incidence in the younger population. The mean age for the onset of depression is now less than 30 years. It could be that changing cultural trends, such as breakdown of traditional family life and increased social mobility, may be responsible..."

Wolpert also asks why the loss of a loved one should be so devastating. "The answer," he says, "seems to lie in attachment. Attachment - the need for a child to maintain a close bond with its mother, and for the mother to be attached to her child - is adaptive, helping to ensure the survival of the child and therefore of the mother's genes. For attachment to be effective, the loss or removal of the mother from the child must necessarily cause it distress. Attachment also promotes survival in reproductive couples."

These observations strike a chord with me, and even though it's now considered reac-

gests that it's not doing much for them either.

Since I got married and had a child, I've started thinking a great deal more about my own mother and father and how they brought me up. I find it amazing that, until I went to school, I was with my mother all the time, except for a few days when she went into hospital to have my brother. I'd never thought before about how hard that must have been for her, with her own mother and family far away, as mine is now from me. I did always think, though, about how much my father worked - six days a week until he retired.

Both of them did everything in their lives for their children - a way of life I'd rejected by the time I was 14, not ever thinking about the time when I would raise a family of my own, but always thinking about what work I might do. These were the difficulties and challenges to be faced by women. The rest would just happen.

Now I've learned that the rest doesn't just happen, that it's more difficult and more fragile than anything else. I know that despite my new-found admiration for her, I couldn't be like my mother. And anyway, look how much trouble women who needed "little helpers" got into then. But I do know that my own family feels precarious and that that makes me feel stressed. The solidity that I took for granted in my parents is something that has to be worked at long and hard. I feel foolish for having failed to recognise this before. It may be that the condition this realisation has brought me to is depression. But it may also be that I'm suffering a normal reaction to taking on a huge project that I didn't prepare for.

I was tickled to see the report last week which found that lesbians make the best parents. At first it seemed like proof of the old feminist joke, that for a woman to be successful in the workplace, all she needs is a wife. As I read further, I realised the report said something more important. Lesbians appear to make better parents because they are better at dividing up household tasks, at making time for their children, and at organising alternative methods of work where-by each can spend more time at home.

That isn't an option for me, as my husband, like many men, has not one family to provide for, but two. At the moment, both sexes are stressed in both areas, and the social costs of this are huge. Surely that's enough to make anyone feel a little depressed. And surely there aren't any drugs which can fix it.

BY DEBORAH ORR

think she sees loads of people like me. I think that, in a country where a third of adults are expected to find themselves on anti-depressants at some time or another, and where one in five children suffers from some form of mental illness, she's doing the best she can, helping individuals with depressive symptoms but unable to make broader diagnoses about a society which appears to promote depression.

Several reports have concluded that rates of depression have increased over the past 30 years and are continuing to do so. And it's not just depression that is on the rise. A report from the United Nations, released yesterday, warned that while worries have been expressed in the US, where one in five children are on Ritalin, this amphetamine-based treatment for attention deficit disorder is over-prescribed to children more broadly. The UN identified around 30 countries where Ritalin was being over-used, with Britain at the top of the list. Ten years on from the day when we were told that Prozac had arrived, depression is more prevalent than ever. But what no one, even the masterly Wolpert

tionary to place stress on the importance of the family, it seems a remarkable coincidence that the rates of depression among women have increased so much since the sexual revolution and that the rates of suicide among men have increased so much in the same period.

In effect, the breakdown of the traditional family has meant more parenting for women, as well as work. For men, it has meant less parenting, as couples break down, and more work, when they have more than one home to support. Is it too fanciful to suggest that women get depressed because they have to be successful in too many arenas, but that they can't consider suicide because they have the children to think about? And is it too ridiculous to ask whether men might become suicidal because they feel the stress of their failures, and whether their failures mean that they can't think positively about their children, so feel free to end their lives?

Huge generalisations both, but again research backs up the idea that both sexes have difficulty in dealing with the new patterns of parenting, while the mental state of children sug-

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## Fight for the arts

Sir: As a working actress and wife of a regional artistic director, I wish to add my support to Sir Peter Hall and the newly formed Shadow Arts Council (Comment, 22 February).

Regional repertory theatre provides not only a training ground for our young actors, it produces for its patrons a minor miracle every four weeks. A new play, a new cast, imaginative sets and costumes. Standards are high, budgets are low. Dedicated and skilled teamwork is essential. If a production fails to meet its predicted box office figure we are often in a crisis.

But dedication isn't enough; we have to earn realistic salaries in order to leave home for months at a time and remain solvent.

The current level of subsidy still leaves many people who work in regional theatre having to cope with appalling deprivation. Contractual freelance work such as ours inevitably takes place away from home and "digs" have to be paid for in addition to a permanent base and in some cases a dependent family.

An average repertory salary is around £250 a week and a national survey I carried out in 1990 showed that after all expenses were accounted for, the majority of people working in regional repertory companies were being paid at least £100 a week less than their actual needs.

Theatre managements are unable to make up this deficit; the money just isn't there. The collective tax paid by the top earners in the entertainment industry should more than cover the subsidy given back to the arts.

I would ask the current government and the Arts Council to consider the reality of our situation.

VILMA HOLLINGBERRY  
Killingbury, Northamptonshire

Sir: Peter Hall's call for a Shadow Arts Council is admirable, timely and undeniable.

It is indeed unfortunate that, at a time when the theatre in particular is threatened with the most hostile government in my lifetime (and that is saying something), and we are therefore most in need of tough, independent arts commentators, Melvyn Bragg has turned himself into an instant-reflex apologist for all the sins of Chris Smith and his paymasters. It is doubly unfortunate that his previously distinguished track record as an arts writer still allows him to command space to parrot whatever is the latest party line on no cash for the arts.

But the rest of us should still stand firm, and the best way of doing that would be to support the Shadow Arts Council in public and private, on the air and in journalism, and every other way we can. It is, in the present crisis, quite simply our only hope; but where precisely can we sign up, and to whom do we send however minimal the cheques we can afford?

SHERIDAN MORLEY  
London SW10

## Allergic to GM soya

Sir: My eldest son has become allergic to all kinds of soya since the introduction of genetically modified soya into food.

He suffers from allergies to a wide range of foods, for which he is treated at Great Ormond Street Hospital. Soya was a mainstay in his restricted diet. From being a happy, healthy, developing child, he went into a slow decline from autumn 1997, following the start of the introduction of GM soya into foods in the UK, losing weight from severe diarrhoea.

Eventually the hospital and I worked out that he had become sensitised to soya and that all ordinary and GM soya now triggered allergic reactions. This has serious implications for his health, as he loses a valuable source of carbohydrate and protein and a source of nice replacement foods for those who cannot eat wheat, gluten or milk.

## LETTERS TO THE EDITOR

Post letters to Letters to the Editor, The Independent, 1 Canada Square, London E14 5DL and include a daytime telephone number, fax to 0171 293 2056 or e-mail to letters@independent.co.uk. E-mail correspondents are asked to give a postal address. Letters may be edited for length and clarity.



Carnival in Venice No 3: Costumed party-goers take a break from the festivities in the environs of St Mark's Square

Andrew Buurman

His already restricted diet has become even more so and more boring when he needs to be encouraged to eat. He is left able to eat rice, maize and potatoes as sources of carbohydrate.

I am extremely concerned that GM maize may end up with a similar effect. An accident of genetics has left all three of my children with the same food allergy problems, and my other two children now react to soya, but not as severely as my oldest son.

While no one can accurately say what effect genetic modifications between species will have on the healthy, it is only too obvious to me and my family what the impact is on the vulnerable. I have great fears about the impact of GM maize on us.

HILARY BYRNE  
Guildford, Surrey

Sir: I used to be a research scientist. I am concerned that scientists are over-revered, by governments and the public at large.

In the 1930s, scientists confidently assured us that asbestos was safe, and that there were no ill-effects from smoking tobacco. More recently, they assured us that BSE could not possibly affect humans. They were not lying. It was just that their experimental methods were flawed.

For centuries, it has been clear that scientists tend to relax when they have proof of what people want to hear. They are only human, and telling people nice things may further their career, or even get them a Nobel prize.

We need more healthy scepticism, and prime ministers pontificating about matters they don't understand won't help. Dr JOHN CUTHBERT  
Redbourn, Hertfordshire

Sir: It would be interesting to know what Zeneca mean when they claim to have produced a hugely successful tomato paste. "Seed ban could lead to 'brain drain'".

19 February). What the company has been largely successful in achieving is the selling of its 1.6 million cans of GM-modified purée to an unsuspecting public who have had little opportunity until last week to understand what their supermarket goods contained and what the implications are for their diet and health.

To suggest, as Zeneca does, that to establish a moratorium on the development of GM foods would deprive consumers of choice is fatuous. What consumer would actually make a positive choice of food with GM ingredients when there is an alternative? The American agribusiness knew the answer to this, and it deliberately mixed GM with traditional soya in order to eliminate that choice.

ROGER IREDALE  
Whaley Bridge, Derbyshire

Sir: Further to your report on the Monsanto court case (18 February), could an "expert" please explain why a sanitary cordon of only six metres around a field of genetically modified oilseed rape is considered officially

sufficient to avoid pollen contamination. The foraging range of the honey bee is up to three miles and the bee is the normal means of pollination in oilseed rape.

IAN R DOUGLAS  
Westhill, Aberdeenshire

## No student revolt

Sir: Your report "Students revolt against the NUS" (20 February) featured a few dissenting voices from Leeds University, including two of my rival candidates in forthcoming National Union of Students elections, as illustrative of discontent.

The article failed to mention that NUS has contested five referendums on disaffiliation in the last 12 months, most of which were part of routine constitutional requirements recommended by NUS itself. At Southampton University, 97 per cent voted in favour of the NUS; at Sterling University, 73 per cent; Surrey, 97 per cent; Aston, 99 per cent; Birmingham, 74 per cent. Any

government which was given such a succession of ringing endorsements would be up held as a shining example.

The University of Manchester Institute of Science and Technology Students' Union have not disaffiliated but rather derecognised their old union. NUS is encouraging them to hold a one member, one vote ballot on the issue.

NUS has been active all year in the fight against tuition fees, financial hardship, sub-standard accommodation, archaic complaint and appeals procedures, discriminatory assessment systems, low-paid, dangerous part-time work and poorly paid and under-resourced lecturers. Those at Leeds know full well that the NUS has organised a national day of action, a national lobby of Parliament and the forthcoming National Student Hardship Day this Friday, all in the fight against tuition fees.

ANDREW PAKES  
National President  
National Union of Students  
London N7

## IN BRIEF

growing number of wealthy and independent women, the supply of men who are wealthier and equally self-confident reduces. I don't have a solution, but one will never be found while the emotional asymmetry of the male-female relationship is ignored or denied.

ANGUS JOHNSON  
Tonbridge, Kent

Sir: "There has been no instance of racial conflict or discrimination in Turkish history", says Bulent Ecevit, the Turkish prime minister ("Turkey warns EU over Kurds' rights", 22 February). That'll come as a surprise to those 1.5 million Armenians

exterminated in 1915-16, and to the many non-Turks whose businesses were sacked in a government-orchestrated looting spree on the commercial district of Istanbul in September 1955. What too of the recently elected Kurdish (sorry - "Mountain Turkish") members of parliament in jail? CHRISTOPHER J WALKER  
London W14

Sir: George Lucas may have committed many cinematic sins, but directing *Howard the Duck* ("Why Batman is really a turkey", 23 February) was not one of them - he was only the producer. Willard Huyck was the culprit behind the camera, and it is important he should be named and shamed.

NEIL YOUNG  
Sunderland, Tyne and Wear

## Vatican doubts

Sir: I am a practising Roman Catholic. I am shocked to hear that the Vatican has approached the British government to release Pinochet to return to Chile. What right has the Vatican to interfere?

I have for some time wondered about the Vatican. We had the fairly recent story of the Vatican bank, and the involvement of the Mafia. Now we have the support of Pinochet. May be the time has come when the Vatican should be viewed as Jesus saw the temple... and its officials.

Has the Vatican considered the effect on those who have suffered under Pinochet? Did they ask Cardinal Hume what he felt before making the approach? J CONNELL  
Sutton St Nicholas  
Hereford and Worcester

## Lucky Wales

Sir: During the contest and after the result I have looked in vain for the merest mention by press and television that Labour is a fortunate party to have had two such able candidates for the Welsh Assembly's presidency. Other parties don't have such resources even when seeking a UK national leader.

JIM BRUNTON  
Edinburgh

Sir: Your perceptive article by Donald Macintyre (Comment, 22 February) on the leadership of the new Welsh Assembly included the passing observation that Mr Blair has the right to appoint bishops. Regius professors, BBC chairmen and goodness knows who else. Not in Wales, of course. Our only Regius professors and politically appointed bishops are those who have retired from across the border where - at least in episcopal appointments - you're 80 years behind!

ROBERT M E PATERSON  
Cowbridge, Vale of Glamorgan

## Transplant tests

Sir: From Dr David Hill's perspective as an anaesthetist, his distaste for organ harvesting procedures is understandable: he wants all his anaesthetics to result in a conscious and happy patient. However his unnecessarily emotive letter of 22 February gives the erroneous impression that donor organs are stripped from patients with a chance of life. This is untrue, and can only be damaging to attempts to reduce the number of patients waiting for donor organs.

True, the "semblance" of life remains, but the diagnosis of brain-stem death excludes the possibility of any form of conscious survival or an existence without life-support. A few minutes after disconnection from the ventilator the donor would cease to "be warm and pink... have a heartbeat and pulse" because the areas of the brain which regulate this activity are dead. Even ventilated, the donor requires increasing intervention from medical staff to regulate the metabolic and cardiovascular instabilities which occur following brain-stem death and the consequent lack of autonomic control from higher centres. The time from the diagnosis of brain-stem death to life being declared extinct by the more traditional clinical markers can only be counted in days.

Taking organs for transplant is never going to be pleasant for any concerned, but the thousands requiring organs are alive in the full sense of the word and can go on to live productive lives. Organs are removed only after we are sure that there is no hope left for the donor, and consent is obtained from next of kin.

Dr ANDREW ROBINSON  
Forest of Dean, Gloucestershire

## Defiant Serbia

Sir: Military action to "encourage peace" in Kosovo is widely supported in newspaper editorials, while the public seems little concerned.

Behind these positions there appear to be two unspoken premises: first, that the Serbs "deserve it" because they have not been sufficiently punished for the conflicts in Croatia and Bosnia-Herzegovina, attributed to Serbia's "expansionist" aims; and second, that there is little prospect of Nato casualties, the public having grown used to frequent and almost casualty-free "strikes" against Iraq.

Against the first case it should be pointed out that Serbia lost the earlier wars, and as a result... supports more than 700,000 refugees, mostly Serbs expelled from their homes in Croatia and Bosnia. The sanctions imposed on Serbia in 1993 resulted in the highest recorded inflation, reducing the economy to 40 per cent of its prewar level. Serbs in Croatia have fallen from 17 per cent to less than 2 per cent of the population.

In the second case, the Serbs have better air defences and considerable combat experience and would almost certainly inflict casualties on any invading forces and probably down a few planes as well. Britain and America have a tradition of entering wars they expect to win with ease; Serbia has a tradition of fighting for generations against enemies against whom they expect to lose. Call it foolhardiness or bravery, no one should doubt Serbia's resolve to defend itself at whatever cost.

BRIAN POCOCK  
London W6

## Dry wit

Sir: A travel poster on Liverpool Street Station commending "Harwich for the Continent" was once much improved by the addition of graffiti stating, "Frinton for the Continent." This goes a long way towards explaining, on firm medical grounds, why a pub might not be seen as at all necessary to the Frinton locals (Quote of the Day, 16 February).

MICHAEL BOWEN  
Winsley, Wiltshire

## Which class should I aspire to belong to next year?

NEW LEAGUE tables have just been published by the Government showing which social class has performed best in the last two years, and giving guidance to those who wish to change class in the near future or just put their children down for a new class. And the surprise is that even under New Labour the upper classes have continued to perform very well.

"The upper classes have got a lot of experience and history behind them, and a gift for cunning and camouflage," the author of the report, Professor Jeremy Thursday, told me in an exclusive interview. "Also, they have got an inherent sense of their own superiority. It's significant, I think, that we talk about the upper classes in the plural, but the working class in the singular."

What's significant about that? "I don't know. I just have a gut feeling that it is."

So, which classes have performed best in the league table? "The working class have done very well. So have the middle classes. And the upper classes too. All social classes have shown progress under the government's new class performance incentive scheme."

What does the scheme involve? "Making everyone feel better even if they're not better off."

Hmm... Isn't it surprising that the upper classes continue to thrive under a Labour government?

"Well, that might be so if we actually had a Labour government. What we've got is a New Labour government which is dedicated to keeping the Tories in opposition for the foreseeable future by stealing

Tory policies and operating as a crypto-Tory government."

Phew! Isn't that a bit satirical, a bit sort of alternative comedy, coming from a professor of sociology? "Yes, it is, and one interesting thing that comes out of this British class league table is that almost all alternative comedians and sociology professors do come from the working class or upper working class. And if they don't, they pretend they do."

And did Professor Jeremy Thursday himself have a working class background?

"With a name like Jeremy Thursday? You're kidding! I had to struggle to get where I am today."

And where are you today?

"Near the top of the professional classes."

And who are they?



MILES KINGTON

"The upper classes aren't interested in governing the country. They're just interested in owning it"

"They are that part of the middle class who are ever so middle class but who don't want to call them-

selves middle class. But I tell you, if I had known what I know now, I would never have started from the middle class to become a sociologist. I'd have joined the working class first and got the right background."

"If you want to get into a certain profession, you would be well advised to choose your class carefully first. That's why parents like to study class league tables. You want your son to be a comedian or a footballer? Sign up for the working class. You want him to be an accountant or a bureaucrat? Go for the middle class."

How easy is it for someone to move from class to class? If you reckon you're in the wrong class, can you change without trouble?

"If you're prepared to work at it. Relocating from working class to

middle class seldom involves a great deal more than modification of accent, change of table manners, revamping of meal times and a change of dog."

Change of dog? "Dog By Class Chart, see page 165, Table 78. But going from middle class to upper class would be a lot harder. Unless you married into the upper class. That's quick and easy. Otherwise it could take a generation or two."

Presumably, though, it will be less attractive to become upper class now that peers' hereditary votes are being removed?

"Rubbish! The upper classes aren't interested in governing the country any more. They're just interested in owning it. That's why extreme wealth is the key to entering the upper classes. And why ex-

treme poverty is the key to leaving the upper classes."

I thought birth and position were the key to entry?

"No, no - that comes later. You get birth and status after you've become upper class. Nobody ever became upper class by being upper class. You start with wealth and move on to breeding later. You don't know much about this, do you? What class are you?"

Um... middle class, I think.

"Then you should seriously think about polishing your shoes more often. Next!"

The 'Government Report on Social Standing Success', commonly known as the Class League Table 1999, is published by HMSO, 196 pages, price £19.99. Or free, if you know the right people



# THE INDEPENDENT

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## Fine words, but a change of tone does not a policy make

"IT IS NOT a change of policy. It is a change of gear," declared Tony Blair yesterday, announcing change-over plans for the euro. Well, that may be true. But moving up from first to second gear doesn't exactly get you on the expressway.

Within his own political terms, there is a lot to be said in favour of the Prime Minister's statement. While he announced no change in policy and no deviation from Gordon Brown's three conditions for joining, as laid down in October 1997, Mr Blair is now committed to defending the euro and its possibilities himself, rather than leaving it to the CBI and others to do the interpretation for him. But that is not the same thing as leadership, as well he knows. Like the crab, the Labour Government seems intent on approaching this subject forever sideways, ready at any moment to see dangers ahead and to withdraw beneath the shell.

So we, the British public, as well as British business, have been now told: "Yes, we must take this development seriously. Yes, we must make plans how to manage it if we do join. But no, Britain has not decided to do so yet. Nor will we until after the next election."

That is hardly helpful to businesses, which, given the cost and time they will have to devote to conversion, will be reluctant to take it on until the train is already leaving the station. Nor is it very helpful to voters coming to the next general election, who will find decisions confused if not totally overshadowed by a further decision that they will have to make after the event.

It is all very well repeating the October 1997 conditions as if they were some kind of mantra for a blessed life. Even on the Prime Minister's own account, they need to be looked at again. The old argument about diverging economic cycles has been undermined by the convergence of interest and inflation rates. True, there are real problems about the different rates of unemployment and the different levels of social costs between Britain and the rest of Europe. True, the last thing Britain may want at this stage is to hitch itself to a train running off the tracks into the socialist recidivism of Oskar Lafontaine. But joining EMU does not entail this. Just the opposite. It is only by joining the euro soon that we can prevent ourselves being damaged later, when policy has already been formulated. The Europeans may welcome Mr Blair's tone, but they are unlikely to be impressed by his words.

Maybe it is too much to expect a government of focus groups to abandon caution and to leap into a decision before the election - although this is certainly the course we would prefer. But it is surely not too much to urge the Prime Minister and his Chancellor to stop the shadow play, and reveal their true intentions. The reality of public opinion on Europe is always, as it is on most economic issues, that the public will remain unenthusiastic for change but not resistant to it. There is nothing in the market research to suggest that most people are actively against Europe. But they are not convinced by a monetary revolution that has only just begun.



Given that, you can wait, as the Government is doing, for the mood to swing gradually in favour as the euro proves itself, or you can lead opinion and throw yourself into Europe to make sure it is a success. To the Government, the risks are all in early decisions.

For the country, however, the risks are all in delay. It can only damage our ability to influence Europe, undermine our future as the financial capital of the world's biggest economic region just look at the ambitions of Frankfurt if you doubt that, reduce inward investment and - not the least importantly - hide our businesses from the need to face European-wide competition. Having come this far, Mr Blair, leave your shell and march forward.

## Mink farming is cruel and must end now

THEY MAY have been wrong-headed and dangerous, but the recent mass liberations of mink from their cages did at least force attention on this issue. Now a Private Member's Bill, sponsored by Maria Eagle MP, is attempting to outlaw mink farming in this country. The bill has attracted cross-party support. It should be welcomed not only by anti-fur models cavorting in Piccadilly Circus but by all those campaigning for the better treatment of animals.

Mink farming is a disgusting industry. It cannot be compared with battery farming of hens or the tethering of sows. Mink are wild animals. In their natural habitat in North America they live near water, in territories of some four square miles. Kept in barren cages they go mad. Caged mink exhibit several sorts of stress-related symptoms. They attack each other. They exhibit repetitive behaviour. They start to tear themselves to pieces, biting their own legs and fur. If they survive this trauma relatively undamaged, mink are gassed with either carbon dioxide or carbon monoxide, to preserve an unmarked pelt. The animals take some time to choke to death.

When protesters release them into the wild, mink, not being indigenous, cause havoc. In a recent release they killed pets and wild birds before being rounded up. Of course, not all are caught; those left at large compete fiercely with such endangered native species as the otter.

The argument that Britain should allow mink farming because if we did not someone else would do it is completely irrelevant. There are only 13 such farms left in the country and the Bill provides for the fair compensation of their owners. But more importantly, keeping mink in cages is a cruelty that only debases our humanity. The Government should make sure that Ms Eagle's Bill swiftly gets on to the Statute Book, to enable us to end this vile industry.

# Mr Blair remains a cautious soul - and not without good reason

THE PRE-EMPTIVE publicity insisted that at 3.30pm precisely yesterday, Tony Blair would cross the Rubicon of Britain's membership of the single currency. The way back would be barred: our fate would be sealed and doubters banished to the fringes of polite society. As an inhabitant of that slim intersection on the Venn diagram of politics which houses centre-left EMU-sceptics, I huddled miserably in front of the television set awaiting the moment when my cautious counsel would finally be dashed against the steely convictions of the Prime Minister.

It turned out to be a far less horrible experience than I imagined. The Rubicon stands where it stood. The only difference is that Mr Blair has said that before deciding whether or not we will cross it, he will ensure that he has very expensive equipment, just in case.

Not that it is being spun that way. Mr Blair's spokesman has already pronounced on the question of whether our policy on entry is "if" or "when" with the interesting ruse of declaring the two words interchangeable (he might consider briefing in German next time, a language in which they are). The psychological impact of a statement of the possible benefits of Britain's EMU membership made by the Prime Minister at a time of his own choosing is intended to move public opinion towards membership. That much is clear. But this is not the occasion for Europhiles to hang out the blue and yellow bunting. Mr Blair has opened only one of his ears to their persuasions. He chose his words very

carefully and nowhere did he say that he was unconditionally in favour of membership. Indeed, the reiteration of the benefits of a "successful single currency" served to raise the unnerving spectre of an unsuccessful one.

Nor did the Prime Minister depart from the commitment to convergence tests laid out in October 1997 by the Chancellor. There was no attempt to argue, as many proponents of early entry do, that our economy will converge naturally with others once Britain is set on an irrevocable course of joining, or that the tests should be waived in the service of the Great European Cause.

The Government's stated position has not changed one jot. The real purpose of yesterday's exercise was to test whether the appearance of momentum at the top will move public opinion to a point where Mr Blair would feel ready to risk his authority on fully backing British entry. Hence the announcement of a national changeover plan to ensure that we are ready to use the euro in 2001 or 2002. Once central payments systems, Inland Revenue operations and Customs and Excise have been prepared, at great cost and effort, for the demise of the pound, there will be a referendum to see whether we really want to get rid of it at all.

Conventional practice and good housekeeping, to say nothing of democratic transparency, might suggest that things should be done the other way around, with the referendum first and the implementation later. Naturally though, there is method in Mr Blair's madness. There always is.



ANNE MCELVOY  
The Rubicon is a lot wider and more turbulent than those who urge us to wade in may realise

The topsy-turvy procedure betrays the Government's fear that popular scepticism about the euro is not dissolving, and that even after the full artillery assault of a referendum campaign there will still be too high a risk of that New Labour unthinkable: a defeat.

Far from being, as vaunted, a brave commitment to the euro, this is a continuation of the policy of stealth by other means. Pro-EMU voices in business, politics and the media who have been pleading and nagging, with all the earnestness of transponders, for an exact timetable of British entry, underestimated Mr Blair's natural caution. The Prime Minister is acutely aware that this is the first major change in the UK's circumstances over whose consequences he has little control.

For all the sound and fury of the argument, neither side knows whether EMU can be kept on the road, what the sacrifices will be, and whether they are worth making.

This was the point that William Hague was making rather well in his reply, until he became side-tracked by the temptation to bang on about "a thousand years of history" - which was a fustian soundbite when Gaitskill first used it to attack the Common Market in the Fifties, and is best left out of reasoned debates about the future of Europe in 1999.

Unlike the French and German governments, which had not the slightest intention of letting their voters interfere with the will of their politicians, the citizens of the UK expect a vote on the most significant and far-reaching event in national life since the war. So there is nothing inevitable about entry.

The watchful eye of Alastair Campbell has been monitoring the opinion polls and heeding their warnings. After the launch of economic and monetary union on New Year's Day, the best PR event for the euro because it seemed to herald a success while not in fact risking failure, the next major poll showed 52 per cent in favour of the UK joining EMU and 29 per cent against, with 19 per cent undecided.

For the first time yesterday, Mr Blair conceded a political dimension without specifying what it might be. He might consider Oskar Lafontaine's recent statement: "The European Central Bank has the primary objective of maintaining price stability but without prejudice to this objective, it is obliged to support economic growth along with high levels of employment and social protection."

As Kant remarked, "The great goods cannot live together." Mr Lafontaine simply cannot have everything he says he wants. It does prejudice the "key objective" of pursuing low inflation if this aim is accompanied by the other aspirations laid out by the German Finance Minister. The only sense his declaration makes is as a plea for governments to have the right to interfere with the objective-setting of the ECB.

My question to Mr Blair is: what does he think about this? Does he want the UK to be in a euro zone run by independent bankers ruthlessly running a single-interest-rate policy whatever the circumstances in the member states, but free of political constraints?

Or does he concede Mr Lafontaine's point that governments should get involved in running the single currency, and if so, how does heavily does he think that Britain's influence will weigh against other interests? None of these questions was answered yesterday. Nor will they go away. The Rubicon is a lot wider and more turbulent than those who urge us to wade in with haste have realised.

## MONITOR

ALL THE NEWS OF THE WORLD

World comment on current developments at the Kosovo peace summit at Rambouillet

MILLOSEVIC is plainly seeking to gain through diplomacy what he cannot hope to gain militarily. Other European states are getting cold feet over Nato's threat to bomb what is left of Yugoslavia. He may welcome limited military action as a means of showing his people that he was obliged to give up a bargaining position for their own good. Experts are betting that the Kosovars will accept the Nato plan. Let's hope so. *Dallas Morning News, US*

INTERVENTION HAS never been an effective method for resolving disputes. Threatening to use force complicates the problem, and jeopardises security and stability. The climate in Rambouillet is chilly and people are anxiously awaiting the outcome of the talks. Peace advocates anticipate an acceptable end to the crisis and hope that the cold winter days will soon give way to the arrival of spring. *China Daily*

WILL NATO'S EU states ever do for America what we are willing to do for them? Or is the truth to be found in the congenial impertinence of self-indulgent "allies" such as France, which makes a fetish out of criticizing America, the country that more than once has saved them from having to exchange their language for German? *Holland Sentinel, US*

RECONCILIATION IS challenging in the Balkans but policies which have succeeded elsewhere should be given a chance. Short-term protectorates can prevent wars. But only a long-term integration paves the way for true peace. *Business Day, South Africa*

MILLOSEVIC ACTS like an opportunistic megalomaniac even though he is only the ruler of a small Balkan republic he has bled dry. Continuing in this way, he is ready - as he demonstrates - to raise the stakes and to go back on his word, but always to maintain his role of games-master. *Le Monde, France*

## QUOTE OF THE DAY

"I might be dead by now if it were not for cannabis."  
Eric Mann,  
arthritis grandfather

## THOUGHT FOR THE DAY

"If you have to tell them who you are, you aren't anybody."  
Gregory Peck,  
film actor

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Travel Insurance 0800 121 007  
Mortgage Payment Protection 0800 121 008



Sometimes, it can seem  
Even though the  
Strange, the saddest  
How we would naturally



# The crime of contagion

WHEN YOU meet Paul Mayhew for the first time, you wonder whether you are really in his home or in a hospital ward. I have just stepped off the street from the blaze of colour that is London's Chinatown. Yet this haven is devoted to an anti-septic life. The walls are a clinical white. There are no curtains, no carpets, just well-polished, fake wooden floors. The central light, modelled on a Sputnik spacecraft, would look well in an operating theatre. There are no books, just piles of file boxes that could contain patients' notes.

And then there is the individual himself, swallowed up in this whiteness. Just 28, Paul looks drawn and tired. You can almost hear Keats's own angry line against the ravages of tuberculosis: "Youth grows pale and spectre thin, and dies."

But, of course, Paul Mayhew did not die. He was lucky. He caught a particularly nasty strain of TB, resistant to all but the most toxic drugs. Of seven others infected in 1995 at London's Chelsea and Westminster Hospital, six are dead. How did Paul survive? Because he is a feisty, boldie soul. But also because he spent months in isolation receiving constant treatment. It has led to an extraordinary new book, *The Tuberculosis Survival Handbook*, detailing a descent into despair after one doctor warned him that he might never leave his hospital room alive.

You may think that this book describes an experience no more applicable to others than was the ordeal of the Beirut hostages. You would be wrong. Tuberculosis, which John Bunyan called "captain of all men of death", is back in a big way. And public health directors, worried about its spreading - particularly in a drug-resistant, killer form - want tough new laws, raising important civil rights issues. The days are coming when even non-infectious TB patients could be locked up if they do not take their medicine. Many more people can expect experiences similar to Paul's.

So tot up carefully the cost of that experience. For a start, Paul lost his partner. Both are HIV positive. When Paul was released from hospital, he was told that he should not live with anyone who was immune-suppressed, for fear that they would be vulnerable to infection.

"I said: 'I can't live with you any more,'" Paul recalls. "The relationship had become impractical. He had visited me every day in hospital and wanted us to stay together. But I couldn't have that on my conscience. He is my best friend. We are still in contact. But we could not carry on the way we were."

Paul's diary describes a surreal world in which he survived the loneliness of TB on Temazepam, Valium and 80 cigarettes a day. "I never saw the doctors properly. For months I was looked after by these Donald Duck-like characters, wearing orange masks. Mentally I sketched their faces, but I could see only their eyes."

His symptoms included depres-



JACK O'SULLIVAN

*It is tempting to apply a policy of coercion for those who won't co-operate with TB treatment*

sion, anxiety and possible psychosis - those were just the side-effects of cycloserine, an anti-TB drug. The disease itself involves emaciation, a persistent hacking cough, a racing pulse and night sweats.

"My concentration got so small. Someone bought me a PlayStation, but I could not use it. There was too much happening on the screen. It bamboozled me. Even watching television, I lost the thread. It was as though a part of me was going insane, while the other part was rational. I knew I was going a bit strange when I asked someone if I had died. I couldn't remember how I had died, but I seemed to be in a limbo, neither here nor there."

There were the outbursts of anger at the humiliation of living in a room that he could not leave, but which offered no privacy. He describes being given a yellow bucket of strange solution in which to place his crockery. Then a nurse begins to wash the walls of his room with a solution bearing a skull and crossbones, and a warning that plenty of ventilation is needed.

"I walk around like an animal being gassed," he writes, "trying to find a pocket of breathable air. There isn't one... My eyes start to itch, and my skin and throat burn. The doctor comes in to see me... Who authorised this? Was it really necessary? He cannot or will not answer my questions. The barage ends with me being downright rude: 'My friend, you are an asshole, get out.'"

Today Paul is cured, and has his own business. It is more than three years since he left hospital. But he is still traumatised. I think I'll catch my death in his flat. It's so cold. The window is wide open and the heating is off on one of the coldest days of the year.

"I love the feeling of air moving about," he says. "You have to remember, my window was nailed down and there were bars across it. I'm very alert to TB. I can recognise the cough. It has a rattle. Sometimes I'm down Brick Lane, which has a high incidence of TB, and I see people coming out of the mosque, heaving their guts out. I am very conscious of my air space. I can't stand planes, because they recirculate stale air. There is always

the fear of becoming ill again. Last year, I got a cold. Everyone around me had colds. But I thought: 'Oh my God, the disease has come back.'"

Paul is not alone in looking out for TB. The NHS is worried. Dr Liam Donaldson, the new Chief Medical Officer, is conducting a review of infectious disease control. Most directors of public health expect him to seek changes in the law so that non-compliant TB patients - even those who are not infectious - can be confined as a last resort.

It is a policy change that fits the zeitgeist. Last week, for example, Jack Straw announced plans permitting the detention of people with personality disorders, even if they have not been convicted of a violent offence. The Government is worried about "walking time-bombs". The same concern is increasingly attached to people with non-infectious TB who are not pursuing treatment. They could easily become infectious and pose a general risk. Perhaps worse, their half-hearted use of drugs threatens to create the conditions in which more drug-resistant strains of TB can develop. Better to lock them up.

In New York, the civil liberties debate on this issue is closed. In the early Nineties, the city faced an explosion in TB cases combined with a dilapidated public health infrastructure. They reformed the type of liberal laws that we still have here in Britain. As a result, more than 200 non-infectious individuals have been detained, some for more than two years.

So what should we do? A policy of coercion is tempting, especially for the poor, the chaotic and the - arguably - mentally ill who will not co-operate with TB treatments that can be complicated and unpleasant and last for a couple of years. Such an option probably needs to be held in reserve for the most recalcitrant cases.

But, as Dr Richard Coker, a TB specialist at St Mary's hospital, London, says: "It is all very well using sticks to control TB, but you need carrots as well. My concern is that there are few carrots to support people in TB treatment."

By "carrots" he means the combination of food, money and accommodation that has been made available to people undergoing TB treatment in New York. In comparison, our own system is disordered, fragmented and underfunded. Indeed, it is fair to say that it is often the system, not the patient, which is failing to comply with what is needed to beat this illness. We should fix the system, before thinking of locking up many more people.

*The Tuberculosis Survival Handbook* by Paul Mayhew is published by XLRB Graphics, Truman Brewery, Brick Lane, London E1 6QN, price £5.99. *From Chaos to Coercion, Detention and The Control of Tuberculosis* by Richard Coker will be published in the autumn by St Martin's Press



Paul Mayhew in his isolation ward: he was one of only two to survive an outbreak of TB

## RIGHT OF REPLY

DIANNE THOMPSON



A director of National Lottery operators Camelot replies to our critical leading article

YOUR LEADING article ("A game too far") ignores the fact that without a sufficient variety of new games, the National Lottery will not succeed in raising the £10bn target for Good Causes, a target that has been welcomed by the Government and thousands of lottery-funding recipients around the country.

The lottery cannot stand still. We are dealing with a consumer product in a fiercely competitive environment. Nobody has to buy a lottery ticket, after all. The introduction of new products, as well as innovative marketing, is therefore essential if we are going to maintain our current level of sales, let alone increase them by any amount.

The success of the National Lottery has largely been due to the number of people playing, rather than the amount they are spending per head. Our players, whom you refer to as "mug punters", probably include, for instance, around 60 per cent of your readers. This distinguishes us from many other activities in the gaming market. Our ability to raise money also sets us apart. Although the National Lottery's share of the gaming market is only around 13 per cent, it contributes around 58 per cent of the money raised by this sector for the Government and for worthy causes.

Camelot is committed to doing what we promise, but we can't do it by just sitting back. And the good news is, the more successful we are, the more the Good Causes benefit, because their share of the cake increases as sales go up. Yes, there is a profit incentive, but everyone should benefit from us being successful and running what has become the most efficient lottery in the world. And, critically, our regulator is there to ensure that whatever we do is in the best interest of players and the Good Causes.

# Ghosts in the machine age

IN 1916, the Arts and Crafts Exhibition Society held a big show at the Royal Academy. William Morris had been dead for 20 years, and the Arts and Crafts Movement was divided over how handwork should fit into an industrial economy. The First World War though far from over, was already stimulating idealistic thoughts of the society to which heroes should return.

The exhibition was meant to reinvigorate the crafts, to restate their alignment with humane values, to look forward. In the event, it had some success with the humane values, but mainly by looking backwards. The show had strong critics. Since then, it has been seen more as the dying breath of the Arts and Crafts Movement than as its renaissance.

Tanya Harrod questions this theory of demise. Leaving the definition of the flexible term "craft" to the many opin-



## WEDNESDAY BOOK

THE CRAFTS IN BRITAIN IN THE 20TH CENTURY

BY TANYA HARROD, VALE UNIVERSITY PRESS, £45

ions of her sources, she argues that it is the ability to reinvent and redefine that has kept individuals and small workshops making ceramics, textiles, glass, jewellery and so on through this century, despite the fact that machines can do it more quickly.

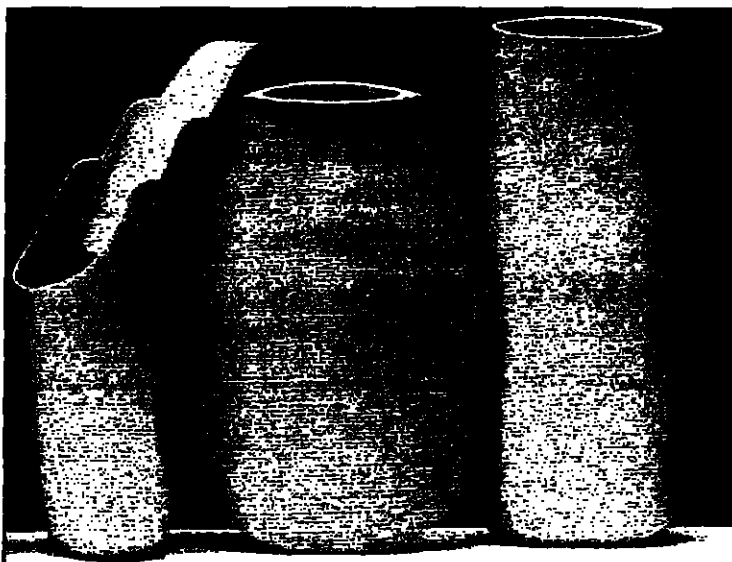
She takes the 1916 exhibition as the starting-point for her thoughtful and generous survey, which ends in about 1989. It is an indirect, looping journey through and beyond modernism, with successive generations getting into similar arguments about economic

viability and the human spirit, aesthetics, spontaneity, skill, the bad city, the good countryside.

A small, apt photograph accompanies the end of the first chapter. Two young men, blinded in the war, are learning to make net bags. Seated like good schoolboys, they have a look of docile bewilderment. Whatever message this image of soldier-to-reticulate-maker was first intended to convey, it now speaks of painful absurdity.

In the context of this book, it serves two purposes. Straightforwardly, it illustrates how craftwork is often thought to be a suitable occupation for unfortunates. But it can also be read as a comment on the Utopian expectations placed upon handicrafts. Throughout her text, Harrod is strong on elucidating the diverse political and moral positions from which people have sought to enlist the crafts in their crusades for roster dawns.

However, even if the justifications for craftwork have remained inconclusive, since when has lack of a good rationale stopped people from doing what they want? This bulky book makes triumphantly clear that another century of mass production has seen off neither the desire to make things by hand nor the preference for owning such things. On the contrary, vigour and creativity leap off the page - from an abstract-painted bowl by William Staite Murray (c1917), from Phyllis Barron's handblock-printed lines of the Thirties, from a 1951 Hans Coper jug, from Alexander Beleschev's painterly use of antique blue glass for an Eighties office window.



Un glazed pots by Elizabeth Fritsch (1979)

David Cripps

Bernard Leach - reflective, ubiquitous, contradictory - is naturally an important player in this account, and Harrod treats him with a mixture of respect and distance. However, she chooses to focus more on the potter Michael Cardew (1901-1983), following his difficult career as she follows the difficult century, coming to find him "the exemplary maker for our time". Her account of the ambiguities of his work and position in late-colonial West Africa is particularly acute.

Also close to Harrod's heart are the women of the Twenties and the Thirties, many of them unfettered by husbands, who printed or who wove bold, modernist textiles. For example, Elizabeth Peacock's woven banners for the banqueting hall at Dartington, in Devon, were commissioned to symbolise the departments of the estate - farms, orchards, education - and interpreted in an entirely abstract manner. Peacock, an escapee from an

oppressive upbringing, was herself surprised by the grandeur of what she had created.

As Harrod approaches the present, the already hard task of selection becomes harder. There is a detailed chapter investigating the crafts in connection with St Ives, the Festival of Britain and Coventry Cathedral. But, towards the end, the twists and turns of post-war arts funding, with the setting up of the Crafts Council, tend to take precedence over the work.

While neither unimportant nor uninteresting, this emphasis gives the final stages of her book a sketchier feel as to what has been happening in workshops and studios lately. But the most recent part of a survey of this sort was bound to be the most provisional. It is no way detracts from a heroic work, well researched, well written, abundantly and intelligently illustrated; altogether admirable.

RUTH PAVEY

## WEDNESDAY POEM

GHOSTS

BY JEFFREY WAINWRIGHT

The world - I mean the mind - is full of ghosts:  
The husband, pronounced dead but palpable enough in bed  
To hug, returns in bandages, his arm in a sling,  
Beating at the back-door to be let in.

The world - I mean the universe - is full of itself:  
Angles and relativities, compressions of the deep,  
The steady tread of light bumping the earth, the waves  
An abstraction of the nearly changeless sea.

Sometimes it can seem we are anywhere but here  
Even though the ground insists upon it,  
Stamps the soles of our feet to interrupt  
How we would naturally be which is floating or falling.

Our poems today and tomorrow come from Jeffrey Wainwright's new collection, *Out of the Air* (Carcanet, £6.95)

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Richard  
Boone

# Steven Sykes

STEVEN SYKES is best known for his jewel-like Gethsemane Chapel at the east end of Coventry Cathedral, made during 1959-60. It was a commission from the cathedral's architect, Basil Spence, who like Sykes had served as a camouflage officer during the Second World War. Sykes's artistic career was difficult to pin down chiefly because he fitted uneasily into any neat progressive history of post-war art.

He was born in 1914 in Formby, Lancashire, where his father was a GP. He was educated at the Oratory, in Caversham, Berkshire, and studied design at the Royal College of Art from 1933-36, specialising in stained glass. He won a design travelling scholarship on leaving, visited Italy and France and went on to work with the stained glass artist Herbert Headie in his Edinburgh studio.

In February 1940, soon after the outbreak of war, he married a fellow RCA student, Jean Judd. At the suggestion of a former tutor, the stonemason Barry Hart, Sykes joined an army camouflage course shortly after witnessing the Dunkirk evacuations in May 1940. He was posted with the Royal Engineers to the Middle East, travelling with the painter Robert Medley and the magician Jasper Maskelyne and taking lessons in classical Arabic from the scholar Freddie Beeston. He was promoted to Major in 1941.

Sykes was an ingenious camouflage officer. He created a series of realistic dummy railheads in the Western Desert and was able to convince sceptical fellow officers of the value of his activities. During the D-Day landings of June 1944 Sykes worked tirelessly, camouflaging snipers and blocking enemy sightlines. He also recorded scenes with his camera and claimed to have found time to sketch and draw.

The Second World War was central to one aspect of Sykes's art - his watercolour and ink sketches and drawings. Although Sykes wished to be recognised as a war artist, it seems likely that most of his work - like a sequence which recorded the D-Day landings - was done retrospectively rather than in the theatre of war.

His greatest burst of creativity came in the summer of 1947 when he painted and drew a remarkable series of Neo-Romantic landscapes, strongly influenced by Samuel Palmer and William Blake and by Graham Sutherland. Little of his graphic work was much seen until 1984 when his D-Day watercolours appeared in the *Sunday Times Magazine*. In 1989 he was rediscovered anew when the New York dealer Guillaume Gallozzi mounted a show of British



Sykes in the grotto of his garden near Midhurst, West Sussex, 1990

Crafts Council

War Artists to be followed by the exhibition "Metamorphose" in 1992 and a highly successful solo show for Sykes also in 1992.

In 1946 Sykes began teaching at Chelsea School of Art where he remained until his retirement in 1979. He took up pottery, learning techniques from his wife. He soon evolved ingeniously decorated relief tiles which took motifs from popular and folk art and surreal thrown Picasso-esque figurative vases. All these were well represented in many pavilions of the South Bank Exhibition of the Festival of Britain. Like the potters Margaret Hine, William Newland and Nicholas Vargette, Sykes represented an alternative to the neo-Oriental aesthetic which had dominated inter-war studio pottery.

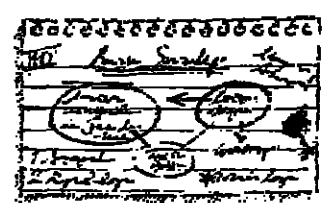
For his chapel at Coventry Sykes adapted his pottery techniques, modelling the angel St Michael and the sleeping disciples in reverse relief and casting them in concrete. He covered the background with gold leaf and a mosaic of blue tesserae. The result was dazzling. Sykes carried out many other decorative art commissions - tiles for the Dorchester Hotel, a reredos for the US National War Memorial Chapel in Washington Cathedral, a tapestry for Hammonds and West London College Library and decorative relief panels for Sainsbury's in Braintree and for the Pallant House Gallery in Chichester.

His most magnificent and idiosyncratic creation was his garden at studio home, Hopkin, near Midhurst in

Sussex, created out of a piece of rough ground he bought in 1967. It was a triumph of bricolage and improvisation, incorporating a maze, a grotto, a waterfall and small raised canal, statues and mosaic work. To meet him (naked) beside his swimming pool, which was embellished with a gold peacock, was to encounter a charming sun worshipper from some ancient lost culture who had taken up unexpected residence in a fold of the South Downs.

TANYA HARROD

Steven Barry Sykes, artist and craftsman: born Formby, Lancashire 30 August 1914; teacher, Chelsea School of Art 1946-79; married 1940 Jean Judd (died 1992; two sons, one daughter); died 22 January 1999.



## MUSCOVITE NOTES

GEORGINA ROWE

### 'Priests have the same urges as other men'

IT HAS been an amazing end-of-millennium decade for most Russians. KGB colonels have turned cocktail waiters, ex-Bolshevik dancers are aerobics instructors and strippers, poets are now advertising copywriters.

When I first met Sviatoslav Scherbakov, he was wearing a red jumper with the word "Gucci" in coloured letters across it and a pair of fake Levi 501s. His hair was long and tied at the back in a ponytail. It was 1992, and as a fashion statement it was certainly no worse than others in Moscow, which made you think you were navigating your way through the pages of a 1960s *National Geographic*. At the time Sviatoslav was working as a fixer for Western photographers who had arrived in post-Soviet Moscow faster than the first IMF loan but, unable to speak the language, were as helpless as newborn babies.

It was a week later when I discovered why Sviatoslav's hair was so long and his nails so well manicured. Sviatoslav, as well as deriving an income from western news desks had another, more profitable source of income. He was an Orthodox priest who had abandoned the gloomy interiors of the golden domes to become a translator.

He wasn't the only Russian priest to have understood that the first generation of money-making Russians

would feel the superstitious need to assuage the gods of greed by a sacrificial offering - in this case hard currency. For a time, in the mid-1990s, the broad seven-lane Kutusovskiy Prospekt beyond the triumphal arch was littered by men in dark habits holding homemade cardboard placards offering divine benefactions. Anything from businesses to cars. Apartments, depending on the size, were blessed on a sliding scale which started at \$100. The dark-windowed 4x4 Cherokee jeeps, the Russian mafia's car of choice, came slightly cheaper.

Sviatoslav's rise from the pulpit had a meandering route. For a while, after he graduated from the Yekaterinburg seminary where he studied for a decade, he sold ladies' underwear before honing up on his English language skills to become a translator.

At the time, he was in his early thirties and dating the curvaceous 18-year-old Masha. When I asked him if sleeping with women half his age ever went against the religious teachings of the Orthodox Church, he simply sighed and told me that priests had the same urges as other men. Look at Rasputin.

He lived in a one-roomed apartment which he shared with his aged pilgrim mother who, when she wasn't travelling around Russian churches, slept on a truck bed in the kitchen. It wasn't an easy partnership. Sviatoslav,

who rarely eats Russian food, complained bitterly when his mother sent his German yoghurts and Italian spinach pasta down the communal rubbish chute, claiming the barcodes to be the sign of the Devil.

On one occasion she nearly fused his laptop by dousing it in holy water. His girlfriends were banned and Sviatoslav was kept awake by his mother's religious incantations echoing around the flat into the early hours.

But that was then. Now, in line with the rest of Sviatoslav's five-year-plan of personal development, he only dates Westerners, complaining that Russian women's mentality is too primitive.

Sviatoslav's hair is now fashionably short and he wears authentic Levi's. A dashing fur-lined black leather jacket and Italian boots. His girlfriend moved in with him when his mother was dispatched to return to a church in Yekaterinburg. Though recently made redundant from the picture desk of a German magazine based in Moscow (and now the entrepreneurial zeal of Russians no longer appears to require religious blessing), he is confident of finding a position elsewhere.

If he doesn't, he admits he might have to return to underwear sales.

Georgina Rowe is the author of 'Slaphead', a novel set in Moscow (Headline, £5.99)

## GAZETTE

### BIRTHDAYS

The Right Rev Jonathan Bailey, Bishop of Derby, 59; Professor George Bain, President and Vice-Chancellor, Queen's University of Belfast, 60; Miss Inge Bernstein, circuit judge, 68; Sir William Blackburne, High Court judge, 55; Mr John Booth, former chairman, Hepworth Ceramics, 85; Professor Eric Boydland, biochemist, 94; Lord Caplan, a Senator of the College of Justice in Scotland, 70; Mr Brian Close, former England cricket captain, 68; Dr Lionel Dakers, former Director, Royal School of Church Music, 75; Mr Reginald Freeson, urban regeneration consultant, and former government minister, 73; Mr John Grogan MP, 58; Mr Richard Hamilton, painter, 77; Maj-Gen David Housley, Lord-Lieutenant of Sutherland, 70; Mr Paul Jones, actor and singer, 57; Miss Pat Kirkwood, actress, 78; Mr David Langdon, cartoonist and illustrator, 85; Mr Denis Law, footballer, 59; M Michel Legrand, composer and conductor, 67; Mr John Lever, former England cricketer, 50; Lord Melchett, conservationist, 51; Mr Peter Owea, publisher, 72; Admiral Sir William Pillar, former Lieutenant-Governor of Jersey, 75; Mr Alain Prost, motor-racing driver, 44; Mr Derek Randall,

cricketer, 48; The Rev Kathleen Richardson, Moderator, the Free Church Federal Council, 61; Sir Frank Rogers, former deputy chairman, The Telegraph plc, 79; Mr Dennis Waterman, actor, 51.

### ANNIVERSARIES

Births: St Matthias I Corvinus (Matyas Hunyadi), King of Hungary, 1443; Charles V (Charles I of Spain), Holy Roman Emperor, 1500; Don John of Austria, soldier, 1547; Charles Le Brun, historical painter, 1619; James Quin, actor, 1693; Samuel Wesley, organist and composer, 1766; Johann Baptist Cramer, pianist, conductor and composer, 1771; Wilhelm Karl Grimm, philologist and folklorist, 1786; Johann Christian Clausen Dahl, landscape painter, 1788; Winslow Homer, painter and illustrator, 1836; Arrigo (Enrico Giuseppe Giovanni) Boito, poet and composer, 1842; Grant Allen (James Grant Blairdine Allen), writer and man of letters, 1848; George Augustus Moore, novelist, 1832; Eugene Arnold Dolmetsch, early music enthusiast, 1858; Sir Cyril Arthur Pearson, newspaper proprietor, 1866; Chester William Nimitz, admiral, 1885.

Deaths: Francis, Duc de Guise, French military commander, assassinated 1563; Marc-Antoine Charpentier, composer, 1704; Sir Edmund Andros, Governor of Virginia, 1714; Sir James Radcliffe BT, third Earl of Derwentwater, statesman, 1716; Henry Cavendish, physicist, 1810; Robert Fulton, steamboat pioneer, 1815; Thomas Coutts, banker, 1822; Thomas Bowdler, editor and censor, 1825; Nikolai Ivanovich Lobachevsky, mathematician, 1856; Ignaz Lachner, conductor and composer, 1895; Sir Edward Marshall Hall, lawyer, 1927; Ahmed Pasha, Egyptian prime minister, assassinated 1945; Pierre-Marie-Felix Janet, psychologist and neurologist, 1947; Grant Franklin Thomas Richards, publisher, 1948; Marcel Grandjany, composer, 1975; Bobby Moore, footballer, 1993; Jean Sablon, singer, actor and composer, 1994; Dinah Shore (Frances Rose Shore), singer, 1994.

On this day: Francis I of France was defeated at the Battle of Pavia, 1525; Pope Gregory XIII issued a Bull announcing the Gregorian Calendar, 1582; the Battle of the Alamo began, 1836; Louis-Philippe, King of France, abdicated, 1848; Avonmouth Dock, Bristol, was opened, 1877; the Simplon Tunnel, between Switzerland and Italy, was completed, 1905; the *Flying Scotsman* went into service, 1923; a world land-speed record of 253.96 mph was set up by Sir Malcolm Campbell, 1932; the first commercial nylon product - toothbrush bristles - was produced in the US, 1938; Juan Domingo Peron was elected president of Argentina, 1946; the government of Dr Kwame Nkrumah in Ghana was overthrown by a military coup, 1966; a group of army officers seized power in Sierra Leone, 1967.

Today is the Feast Day of Saints Montanus, Lucius, and their Companions and St Praetextatus or Prix.

### LECTURES

National Gallery: Mari Grifith, 'Ingres (Gv). Take my eyes and you will see it as beautiful': Ingres' female portraits', 1pm.  
Victoria and Albert Museum: Divia Patel, 'Henri Cartier-Bresson in India and Asia', 2pm.  
Tate Gallery: Moya Corcoran, 'Pre-Raphaelite Women', 1pm.  
British Museum: Lisa Voden-Decker, 'The Arts and Crafts Movement', 11.30am.  
Royal Society of Arts, London WC2: Tony Stoller, 'What's Radio For?', 6pm.  
Wallace Collection, London W1: Miranda Neave, 'Aspects of Sevres Porcelain', 1pm.  
Gresham College, Barnard's

### DINNERS

Royal Institution of Chartered Surveyors: Mr Richard Lay, President, hosted the annual dinner of the Royal Institution of Chartered Surveyors yesterday evening at the Grosvenor House Hotel, London W1. Mr Peter Hobday chaired a debate between Lord Archer of Weston-super-Mare and Mr Ken Livingstone MP on 'The Qualities Required for a Mayor of London'.

Chatham Dining Club: The Chatham Dining Club held a dinner yesterday evening at the Stakis St Ermin's Hotel, London SW1. Lord Wakeham was the principal guest. Mr William Bell was in the chair.

### APPOINTMENTS

Mr Keith Vaz MP, Ms Ffion Jenkins and Mr Gerard Lemis, to be members of the Board of the British Council.

Needs" in Egypt, at the Dorchester Hotel, London, W1.

### CHANGING OF THE GUARD

The Household Cavalry Mounted Regiment mounts the Queen's Life Guard at Horse Guards, 11am; 1st Battalion The Duke of Wellington's Regiment mounts the Queen's Guard, at Buckingham Palace, 11.30am, band provided by the Coldstream Guards.

## Tribunal had wide discretion to award costs

### WEDNESDAY LAW REPORT

24 FEBRUARY 1999

AEI Rediffusion Music Ltd v Phonographic Performance Ltd  
Court of Appeal  
(Lord Woolf, Master of the Rolls, Lord Justice Mummery and Lord Justice Mantell)  
19 February 1999

THE DISCRETION of the Copyright Tribunal contained in section 151(1) of the Copyright Designs and Patents Act 1988 and regulation 48(1) of the Copyright Tribunal Rules 1989 to award costs in respect of proceedings before it was very wide, and was not fettered by reference to the outcome of the proceedings.

The Court of Appeal dismissed the appeal of AEI Rediffusion Music Ltd ("AEI") against a decision of the High Court, setting aside an order for costs made by the Copyright Tribunal.

AEI provided a satellite delivered service involving the broadcasting of sound recordings, claimed the use of those recordings as of right under the Copyright Designs and Patents Act 1988. It notified Phonographic Performance Ltd ("PPL"), the relevant licensing body, of its intention to avail itself of a statutory licence pursuant to section 135C of the 1988 Act. PPL sent a draft licence to AEI, but AEI objected both to the payment terms and the operating conditions in the licence. AEI accordingly applied to the Copyright Tribunal under section 135D to settle the terms of payment, and under section 135E to settle the conditions of the licence. AEI subsequently accepted PPL's terms as to operating conditions and the application under section 135E was thus not determined by the tribunal.

On the section 135D application, the tribunal accepted the royalty rate proposed by PPL and rejected that advanced by AEI; rejected PPL's

definition of "relevant revenue" and accepted AEI's contention that the royalty was to be calculated on "music only" revenue; and reduced PPL's alternative approach of a fixed fee per site, rejecting AEI's contention that there should be no such fee. The tribunal concluded that the appropriate order as to costs should be that PPL pay two-thirds of AEI's costs.

The tribunal's reason was that where the licensing body's offer had been held in significant respects to have been unreasonable, as a matter of policy the general order for costs should be on the footing that the licensing body was the loser, and it should therefore pay the costs on the basis set out in *Re Elgindata (No 2)* [1993] 1 All ER 232.

PPL appealed to the High Court against the order for costs, and the order was set aside, an order that there should be no order for costs being substituted. The judge held that the tribunal had erred

in principle in awarding costs to AEI. AEI appealed. Michael Beloff QC and Hodge Malek (Eversheds) for AEI; Jonathan Rayner James QC (Green Shelds & Co) for PPL.

Lord Justice Mummery said that on an application to settle terms of payment or other conditions the tribunal's power was very different in its nature and scope from that of a court adjudicating upon ordinary civil claims.

That was reflected in the width of the discretion on costs contained in section 151(1) of the 1988 Act and in regulation 48(1) of the Copyright Tribunal Rules 1989. It was significant that neither the legislation nor the rules expressly stated any general principle such as that set out in RSC Order 62, rule 3(3), which provided that in "normal case costs should follow the event: it had been appreciated by the draughtsman of the legislation and the rules that it was not appropriate to fetter the tribunal's discretion by reference to the outcome of the application.

In the present case, the tribunal had wrongly been influenced by the need to find a winner and a loser in a case where the final determination of the tribunal was somewhere between the respective positions adopted by the parties, and had erred in principle in characterising PPL as the loser and AEI as the winner. That error had infected and vitiated the exercise of discretion in law, and the judge had accordingly been entitled to set aside the order of the tribunal.

KATE O'HANLON  
Barrister

### WORDS

CHRISTOPHER HAWTREE  
fretful, adj.

IN THE bar-parlour of the Angler's Rest, Francis Wheen rues a fortnight which will have him in his shed around the clock to polish a pacy life of Marx for autumn publication. He is only fretful over fretful. "When you read through something at a clip, you notice such ties as a penchant for fretful. Oddly

enough, I've also noticed repeated fretful in one of Mark Lawson's novels. I like to give words a chance, I always work in worsted."

Fretful's complex history has a root in Old English for eat - and prompts Julian Barnes to say that "it suggests something more energetic than anxiety". He himself had a letter which pointed out several uses of parodic in *Letters From London*, and drolly reminds Wheen of the "quills upon the fretful porpentine".

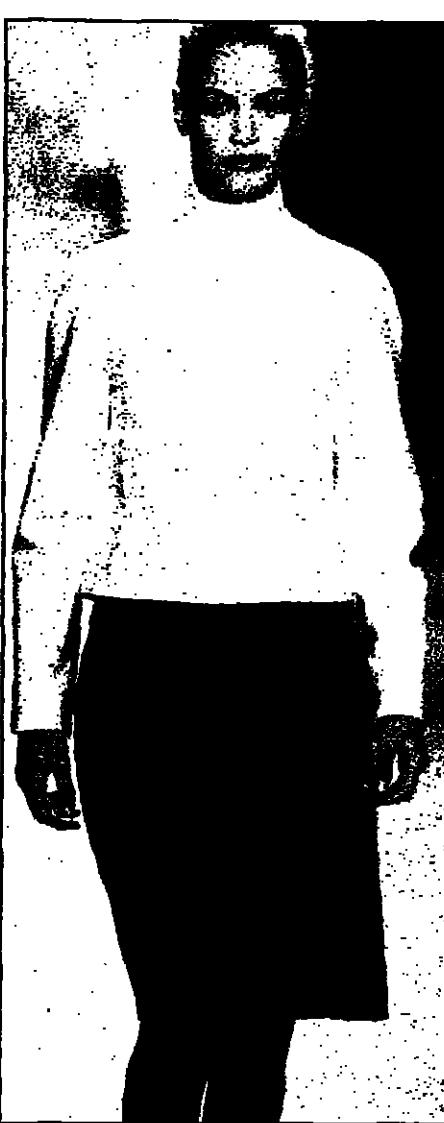








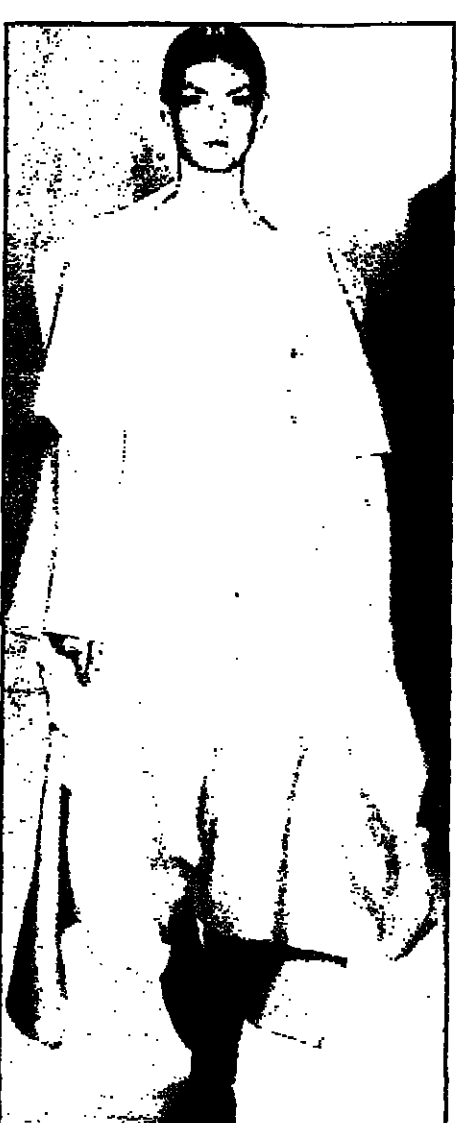
John Bartlett



Calvin Klein



Helmut Lang



Donna Karan



Marc Jacobs



Daryl K

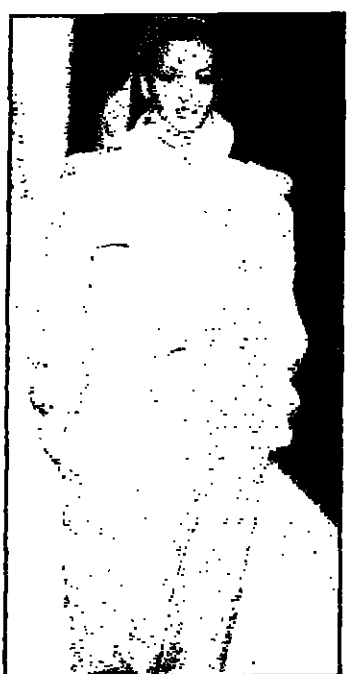


Michael Kors



Anna Sui

Photographs: Chris Moore



Ralph Lauren



Calvin Klein



TSE New York by Hussein Chalayan

Just as Europe is absorbed in the *fin de siècle*, so New York fashion is turning back to the Wild West frontier days. (Wait – was that a cowgirl in cashmere?) By Melanie Rickey

# The prairie dolls

One day after Helmut Lang presented his millennial collection in New York City last week it was available to view on the Internet at [helmutlang.com](http://helmutlang.com). Anyone tapping into the site (which received over 1 million "hits" last season) will see exactly what press and buyers saw in his downtown shop: a timely collection of clothes (photographed by Juergen Teller) for urban soldiers with a penchant for hard-edged androgynous glamour.

From the orange silk organza space-age jump suit with astronaut collar to the black silk canvas dress with attached cashmere neck pillow, it's all there. The only element missing is the aural ambience, but even that is easy to recreate. Simply find a recording of "Land of Hope and Glory", sample a few late-night talk radio shows, then mix in a bit of NASA mission control speak and the whirr and click of 50 cameras. You'll be right there. Believe me.

That's the thing about New York. What you see in pictures is nearly what you get. The fashion show itself is almost an irrelevance in the wider scheme of things. As Lang knows all too well, the copycats will copy him whether he's on the Internet or not. Which leads us to the main point about New York fashion: there is no mystery; just clothes that will be in shops this September, rather than clothes that might be available to order – if we're lucky.

New York has every right to be matter-of-fact about clothes. Their fashion industry is worth \$20bn per year, and the designers want it to stay that way.

As always, the catwalks were full of "I want them now" clothes, and some significant (albeit Americanised) trends which will have an effect on our winter 1999/2000

wardrobes. The most important was fabric. When fashion becomes as pared down as it is now, there is little to experiment with other than fabric and, in turn, shape. Several designers, notably Daryl K and Helmut Lang, used a steel/nylon or steel/cotton fabric which has a permanently crumpled appearance and gives surface texture to otherwise basic items. The big winner of the week, however, was cashmere.

Donna Karan, Calvin Klein, Daryl K, Ralph Lauren, TSE New York (by Hussein Chalayan), Michael Kors, John Bartlett, and Marc Jacobs continued on the cashmere trail with umpteen-ply, mostly fitted variations on high-neck jumpers; but these designers also worked felted, boiled, and treated wools and fleeces into the mix, leading all of their collections a chunky and raw-edged (rather than gently layered) softness and comfort.

These super-soft, but stiff looking fabrics gave the designers a new way to work with shape. Most opted for moulded wrap, apron, or A-line skirts at knee or mid-calf lengths, and blanket-inspired wraps, shawls, shrugs, ponchos, dresses and coats, many with funnel, astronaut-inspired, or crew necks. (This resulted in one woman complaining at Michael Kors that this coming winter fashion was aimed at long-necked women.)

Chalayan even went as far as to call his austere yet luxurious collection for TSE "The Bed"; he pushed the paradox home further by sewing blanket labels onto his satin edged "super-cashmere" skirts.

Colour was also a strong message. When Calvin Klein and Donna Karan did colour last season, the result was immediate. Last week, the catwalks were awash with beautiful hues, especially by Ralph Lauren who showed mouth-watering Opal-Fruit brights: lemon, lime,

strawberry and orange for duffel coats, a poncho and slim suiting, and soft blue and pink for knitted funnel-neck shell-tops, skirts, slim pants and jumpers. For some reason, his show got a bad review stateside. (Well, it was a bit Eighties). But anyone brave enough to show (or wear) a fabulous, bright yellow trench coat with matching polo neck gets my vote.

Likewise, Anna Sui, who was charmingly off-kilter with her homage to the innocence of pre-Woodstock 1960s college kids going to their first folk festival. Orange popped up again in the form of a crocheted poncho reminiscent of the sofa

Rebecca Dannenberg (whose show I watched on the Internet back in London: [7thsonix.com](http://7thsonix.com)).

It's strange: while British designers are looking back to Victoriana with frills and bejeweled capes, Americans are going all Western. Jacobs sent out felt, mid-calf length bib dresses – with rustic curtain hem detailing, or raised seaming – which tied like aprons at the back, and felt breeches and swirly capes. His mid-calf length cow hide apron skirt, and cropped denim tuxedo pants, featuring a wide satin stripe, were instant must-have fashion hits. And the multi-ply cashmere jumpers with hand-warmer pockets? Start saving now.

Karan and Klein, though, shied away from colour altogether, preferring monochrome and neutral tones (do they know something we don't?). Indeed, Calvin Klein's collection was a deliberately toned down and overly minimalist affair. It was almost as if he'd decided he'd had enough of dictating and instead wanted to present fabulous clothes that everyone will want to buy. If so, he succeeded beautifully.

Julia Roberts and Christy Turlington sat in the front row (Turlington diligently making notes), as the collection – built around the funnel-neck shell-top in cashmere, fencing jackets, slim trousers, felted wool coats, and to-the-knee skirts in mostly black or shades of camel – strolled by. One look stood out for its sheer simplicity – a strapless black corset tube over long black trousers. Calvin Klein still does the best boob tube in the business.

Donna Karan could also have called her collection "The Bed", as blankets appeared to be her starting point. Despite the odd sighs of boredom, the collection was infused with her passion to accentuate and flatter the female form without drawing unnecessary attention to

flaws. She did this by wrapping and draping lengths of fabric (chocolate and ivory cashmere, liquid mercury satin) to create contemporary dresses, skirts and coats with their unfinished ends flapping. This collection was about fluid movement, and, as in her DKNY line, Karan drew from the latest fabric techniques, including moulded seams and "memory cashmere", an innovation which supposedly remembers the shape of the body wearing it.

Away from the big guys of fashion there were two other scenes taking place. First the British landing, Vivienne Westwood was in town to promote her new show by presenting her Red Label collection – normally shown in London – to a bemused audience. Nothing new there. London-based Tomasz Starzewski was promoting his new menswear line and drumming up business among uptown ladies keen to buy into his Royal connection with Sophie Rhys-Jones. Nothing new there either, but the gowns and day suits will look good at society dinners and charity auctions.

Last is the "off-schedule" scene which, unlike the messy arrangement in London, is run by an organisation called South of Seventh. This is how Designer Daryl K – often described as New York's home-grown answer to Helmut Lang – launched her career.

Current names to watch are Bruce and "People Used to Dream About the Future", designed by Adrian Cowan, an Englishman, with his Roman girlfriend, Diva Pittala. "People are dying to see serious fashion design in New York," he said after their third show. "But we still have to explain everything we do on the show notes," he says. That's New York for you.

Next week: Full London report by Susannah Frankel

One woman complained at Michael Kors that this coming winter fashion was aimed at long-necked women

# I was framed by Freud

A portrait of the Queen by our greatest living artist is an exciting possibility. But she won't find sitting for him easy. By Martin Gayford

My idea of portraiture," Lucian Freud told Laurence Gowing, "came from dissatisfaction with portraits that resembled people. I would wish my portraits to be of people, not like them. Not having the look of the sitter - being them." Freud does not want merely to catch a surface resemblance; he is after some deeper revelation - the truth. "There is a distinction between fact and truth," he told Robert Hughes. "Truth has a quality of revelation about it."

That is exactly how we often react to paintings by Freud. His great portrait of John Minton, for example - the face apparently about to fall apart under some unbearable emotional pressure - has often been seen as a premonition of the alcoholic disintegration and subsequent suicide of the sitter. Freud's models are never self-possessed. Their eyes stare out, are glazed with thought, downcast, wide with anxiety, blank with boredom, or closed in exhaustion - but invariably their public personality is switched off, and the inner, vulnerable self seems to appear. "We sometimes wonder," as John Russell once wrote, "if we have any right to be there."

Freud himself acknowledges this reaction. When one of his recent models, Leigh Bowery, asked him why he thought some people found his female nudes misogynistic, he replied: "Through my intimacy with the people I portray, I may have depicted aspects of them [in a way] which people find intrusive."

But here we come across a central paradox of Freud's art. He may appear the most microscopically realistic of artists, dedicated to the precise analysis of each tuck of flesh or moist surface in eyelid or groin. But the more superficial likeness of the sitter, he insists, is irrelevant to his purposes. "Since the model," he pointed out in *Encounter* in 1954, "is not going to be hung up next to the picture, since the picture is going to be there on its own, it is of no interest whether it is an accurate copy of the model." But what is the truth about a model if it is not what the person looks like?

The answer is in that *Encounter* article. The painter makes real to others his innermost feelings about all he cares for. It is not the model,

precisely, that is being revealed so remorselessly, but Freud's emotions about that model. The painter's "obsession with his subject" is driven by a necessity to communicate his feelings about the subject with such intensity that those feelings become infectious. But, in Freud's case, those feelings become apparent only through exhaustive looking - a process that can last six months or a year, sometimes for eight hours a day. Expressionist or romantic emotional splurge would be easy, self-indulgence - not the true feeling. Truth emerges from "the closest observation... day and night" with a completeness "without which



*'The picture will hang on its own; it need not be an accurate copy of the model,' says Lucian Freud*

selection itself is not possible". Sometimes, he told Gowing, an ear has disappeared. But the selection must be from what is really there. To put in something which wasn't there, would be a "pointless lie."

This approach explains many things about the Freudian method. The arduous nature of the process, for example, and its slowness - the painting growing imperceptibly, as one model puts it, "like a hand of a clock". It is easy to see, too, why the physical presence of the model is a necessity. A photograph - except on very rare occasions - would not do. Indeed, Freud's work, though rep-

resentational, is very far from photographic. He told Leigh Bowery: "Photographic information is almost entirely to do with light. I'm more interested in what's inside their heads." But, given his announced indifference to making an "accurate copy" of the sitter, it's worth noting that Freud does get an excellent likeness. To meet a Freudian model socially gives you a slightly uncanny experience of *déjà vu*.

We can understand why it is so essential that the artist should know the models, that they should be "people in his life" - friends, family, wives, fellow painters, lovers, children: "If you don't know them, it can only be like a travel book." It is not quite the case that he never does commissioned portraits. But even when he does - as with the Devonshire family - it seems that friendship precedes the commission.

Given the frequent closeness of Freud's relationship to his models, and the intimacy of the feelings explored, it is not surprising that he has striven to cloak his sitters in anonymity - *Girl Reading, Naked Portrait*, etc. The fact that he has never been "unconcerned with any of the people he paints" is enough to make him, believe it or not, almost unique among painters. It is certainly hard to think of parallels, although it is arguable that many of the greatest paintings of the past, by Rembrandt and Velázquez, for example, were of sitters who were close to the painter in some way.

It is natural that we should be interested in the testimony of the models, and in their memories of the experience. They have been through an experience as demanding as any in the annals of art, and have contributed their identities, perhaps, to some of the most significant paintings of our times.

But we should not be surprised if what some of them recall is an experience of numbing boredom, an ordeal that went on for month after month, with the painter attempting to ease the pain of tedium with entertaining conversation. The model is only the relatively passive occasion of the painting. The real object of the exercise is the creation of a work of art.

Lucian Freud, at first sight a transcriber of fact, is revealed as a 20th-century Pygmalion. At a certain stage, he once claimed, the painter realises that it is only a picture; until then he had almost dared hope that



A SITTER'S TALE: 'PADDINGTON INTERIOR', HARRY DIAMOND, 1970

"LUCIAN FREUD and I were on the same scene in Soho in the 1940s. In 1950, he suggested that I sit for him. Altogether I sat for him four or five times over the following years. The first one and the last one he did of me seem to be among the best known of his paintings, but I prefer the intervening ones. The first one - *Interior in Paddington* - was the only one I felt slightly miffed about. People come up and say how great it is, and I say, 'Yeah, but I don't really have short legs'. I suppose you could call that artistic licence."

The sittings went on for some six months on that occasion; another time it took a year - which was very demanding. We talked quite a lot, except at those times when he said, 'Now don't talk, I'm concentrating,' which was fair enough. It was quite an ordeal. If someone is interested in getting your essence down on canvas, they are also drawing your essence out of you. Afterwards one felt depleted, but also invigorated. I wouldn't do it again, though." Photographer Harry Diamond sat for Freud in the Fifties and Sixties



Myung-whun Chung: powerful and idiosyncratic

## Like a man possessed

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THURSDAY EVENING at the Barbican Centre saw the pianist Nikolai Demidenko enjoy a quick bar-side smoke before driving Rachmaninov's Third Concerto into the fast lane. When a well-meaning onlooker thanked him for stepping in for Jean-Yves Thibaudet, Demidenko beamed mischievously, shrugged, and dismissed the challenge with a flippancy "no problem" - it's only Rachmaninov's Third! Now that's what I call tempting providence.

Myung-whun Chung and the LSO provided the velvet soundtrack for Demidenko's loose cannon pianism, and the results were both invigorating and exasperating. First came a gentle statement of the winding first theme, and yet within minutes the heat was on and the soloist was firing away on all cylinders. He would home in on interesting counter-subjects, speed through difficult passage-work and draw thunder from the bass keys - sometimes in time with the orchestra, sometimes not.

Judged purely as piano-playing, it was brilliant, provocative, uncompromising and occasionally disorderly. The LSO strings set up the Intermezzo with some ravishing sonorities but Demidenko's responses were hasty and impulsive. Grateful as I was to hear the whole score (the last two movements are frequently cut), the resulting performance seemed like an uncomfortable meeting of incompatible minds.

If Rachmaninov's Third is the best of his four concertos, the Symphonic Dances is surely the finest - certainly the most musically original - of his orchestral works. Dedicated to (and premiered by) the Philadelphia Orchestra, they combine filmic opulence with fierce rhythms and aching nostalgia.

Chung made aural beefcake of the opening "non-Allegro", stamping emphatically through the martial first theme and allowing plenty of space for the central saxophone solo. The second movement is a self-contained suite of waltzes, and

the finale is a hot-headed mix of orchestral fireworks and Russian-style dance motifs. Chung charged at the closing pages like a man possessed, upping the pace excitedly, though shortening the prolonged tam-tam stroke that should rightly end the piece. It was a sensitive, well-executed performance, a little strait-laced perhaps for such a vividly suggestive work, but always effective.

I had never made the connection between Rachmaninov and Mahler, and yet one particular passage in the Second Dance - where muted brass and harp join forces - sounded distinctly Mahlerian.

Chung's credentials as a Mahler conductor were confirmed three nights later when he led a powerful though idiosyncratic account of the Resurrection Symphony. The pitch-black first movement was more a tragic Andante than a dramatic Allegro Maestoso, though the ethereal rising scale that serves as the second subject was played with trance-like application by the LSO strings. Unusually slow speeds carried through to the second movement, but the rustic Scherzo went with a real swing; the tender "Urlicht" was beautifully sung by the contralto Sara Mingardo and the long, multi-dimensional finale drew heartfelt contributions from the soprano Andrea Dankova and the LSO chorus.

Every play made the desired effect, whether it was atmospheric off-stage brass, pregnant silences or cataclysmic climaxes.

And while this listener finds Mahler 2 rather less than the sum of its impressive parts, most of Sunday's Barbican audience would plainly have disagreed. Indeed, Chung and his team enjoyed a rapturous ovation.

ROB COWAN

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# Over long, over here

Mixed motives lead to mixed results in a season of new American plays at London's Donmar.  
By Paul Taylor

**Y**ou know the scenario: the play isn't within gobbling distance of the interval and already you're feeling that a kinder management would have issued punters with individual chunks of brick wall to beat their heads against. This was the experience I had while watching *Kia Corthron's Splash Hatch on the E Going Down*, the first in a three-play season at the Donmar called *American Imports*. My irritation, however, was inspired less by this thickly undramatic piece of ecological editorialising than by the ploy of the misguided motives for mounting it, and the rest of the series.

Given that the Donmar's commitment to new writing is not a round-the-clock one, the only justifications for mounting a group of plays by American dramatists who are unknown quantities over here are quality plus cultural curiosity and sense of adventure. But the theatre's literary manager treats us to a programme essay in which there's a lot of breast-beating about the unfairness of the current British dominance both on and off-Broadway.

It is implied that the reasons for this have as much to do with invidious conditions (our young dramatists hail from a culture of public subsidy; theirs don't) as with the inherent excellence of the exports. So this season of New York-based plays, two of which, ironically, have yet to be produced in the Big Apple, is a way of redressing the balance.

A strange policy. It's true that Tony Kushner's *Angels in America* was staged at our National Theatre



Brian Bovell and Shauna Shim in 'Splash Hatch on the E Going Down'

Geraint Lewis

before Broadway would consider it. The difference, though, is not just that that play happens to be a masterpiece. The Donmar's righteously philanthropic umbrella is in fact unfair to the plays, making them sound as if they are simultaneously representative of the best on offer, and charity cases. I fear that it is only as a result of such muddled thinking that *Splash Hatch* could ever have been produced in Britain, let alone

in the kind of committed production Roxana Sibbert achieves here.

The central character, a pregnant 15-year-old Harlem girl, relentlessly lectures her family, friends and husband (a demolition worker who dies of lead poisoning) on environmental issues and racial inequities. What a waste to be airing these vital topics through a protagonist whom any audience would quickly want to kill. Given a slickly chic, splendidly

acted and spatially most imaginative staging by James Kerr, Katherine Burger's tart and sometimes touching comedy *Morphic Resonance* adroitly slips through a number of stylistic modes in charting the love lives of a quartet of thirty-something New Yorkers. Compared to *Sex and the City*, this is Henry James, and like that master, Ms Burger has a subtle acuteness about what happens to love when one of the partners

involved is dying. For much of the time, though, *Morphic Resonance* comes across as the kind of play that wants to be a critique of the defensive knowings of smart urban types, but cannot itself quite shake off the temptation to be over-knowing too.

To Saturday. The season continues with '3 Days of Rain' from Tues. (0171-369 1732)

## THE LATE SARAH KANE: IN HER OWN WORDS

In rehearsals for 'Blasted' 'Everyone has worked really honestly on the play, so even if it's a disaster, there won't be anyone to blame.'

'One year's writing and 23 years' living. What am I going to do for the next one?'

After the 'Blasted' furor 'Everything they said was a lie. They didn't say anything that was true, except that I'd written a play. I knew the tabloids wouldn't like it, but the response has been hysterical and apologetic.'



'It is distressing, if not entirely surprising, I expected criticism. I didn't expect it to become a news item. It's a 65-seat theatre and suddenly it's *Newsnight* and *The World at One*. The thing that shocks me the most is that they seem to have been more upset by the presentation of violence than by violence itself. A 15-year-old girl has just been raped in a wood but there's more space in the tabloids about my play than about this brutal act. That's the kind of journalism that the play absolutely condemns.'

'There is no real debate in this country about how you represent violence in art. The violence in this play is completely de-glamorised. It's just presented. I resent the idea that I set out to shock. I wrote it to tell the truth. Of course that's shocking. Take the glamour out of violence and it becomes utterly repulsive. Would people seriously prefer it if the violence was appealing?'

'If I had written something more polemical, with clearly defined good and bad characters, maybe it would just have been dismissed as a bad play and the reaction would have been calmer.'

'I hate the idea of theatre just being an evening pastime. It should be emotionally and intellectually demanding. I love football. The level of analysis that you listen to on the terraces is astonishing. If people did that in the theatre... but they don't. They expect to sit back and not participate. If there's a place for musicals, opera or whatever, then there should be a place for good new writing, irrespective of box-office. What do we want our culture to be remembered for in a hundred years' time: *Neighbours*?''

'Once you have perceived that life is very cruel, the only response is to live with as much humanity, humour and freedom as you can. Writing is an ex-

pression of that - so it is ironic that people are trying to clamp down on it.'

During rehearsals for 'Phaedra's Love' 'Like Hippolytus, I committed the unforgivable sin, which is knowing that God is real and consciously deciding to reject Him. I believed in God but not in the lifestyle that Christianity demanded. I knew a lot of Christians who I thought were fundamentally bad people and a lot of non-Christians who I thought were utterly beautiful, and I couldn't understand that. So I made a conscious decision to reject God and gradually my belief subsided. According to the Bible I am now utterly damned. The point in *Phaedra* is that if you're not sure God exists you can cover your arse, living your life carefully just in case, or you can live your life as you want to live it. If there is a God who can't accept the honesty of that then, well, tough.'

'A lot of people won't see beyond the fact that there was a lot of nasty stuff in *Blasted*, and there's even more in this.'

'Through being very, very low comes an ability to live in the moment because there isn't anything else. What do you do if you feel the truth is behind you? Many people feel depression is about emptiness but actually it's about being so full that everything cancels itself out. You can't have faith without doubt, and what are you left with when you can't have love without hate?'

During rehearsals for her production of 'Wayzack' 'I'm not interested in sloganising. No one would listen to me. But what you can do is put people through an intense experience. Maybe in a small way from that you can change things.'

Sources: 'The Independent', 'The Independent on Sunday', 'The Big Issue'

## An adventure in parallel universes

WE'VE ALL played the what-if game, tracing chains of cause and effect in our own or others' lives, speculating on the different turn events might have taken had so-and-so done this, or not said that. Suspect Culture's newly devised production, developed in association with London's Bush Theatre, enlists such imaginings as the basis for its minutely focused exploration of human interaction. It takes a single scenario - two strangers meeting by appointment in a seaside hotel - and runs permutations of its possible constituents and outcomes. With four actors - two male, two female - alternately playing either character,

### THEATRE

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the encounter is variously enacted between a man and a woman, two men, or two women; also as it might have transpired depending on what is or isn't said and done.

According to the extensive programme notes, one of the company's aims was to investigate the nature of performance, and the relationship of performer and audience, in both a dramatic and an everyday context. The overlap between the dramatic

and the everyday is, in fact, the piece's primary conceptual milieu, on the basis that virtually everything we do or say before an audience even of one, contains at least an element of performance. The physical and temporal artifice inherent in theatrical production is elegantly highlighted. You see this in Ian Scott's design, a square platform set out with minimal emblematic props denoting four locations within the hotel (bar, bedroom, breakfast-room, etc).

Direction-wise, too, Graham Eatough has his cast share a lexicon of half-a-dozen or so key gestures or displacement activities, replicated throughout the jigsaw of short, in-

terchanging pas de deux - in front of and behind said screens - used to suggest the multifarious paths potentially leading the characters to and from their rendezvous. Within these formal parameters, aurally augmented by Nick Powell's collage of sounds and original music, the writing and performance styles employ contrasting elements of naturalism. Of course, the whole set-up is designed to question that very notion.

The waters are further muddied by a deliberate ambiguity as to whether events or conversations are really taking place or not. The problem, as so often with this style of collaborative work, lies in

bringing it to viable dramatic life. Mainstream's methodology shares some ground with Forced Entertainment's recent work. The Sheffield ensemble, however, negotiates its theoretical terrain by making us believe, even momentarily, in the characters and emotions they conjure. Other than fleetingly, Suspect Culture's production fails to muster that precision-honed intensity of execution. Ultimately, it comes across as perhaps a little too self-absorbed for its own good.

SUE WILSON

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### ON THE FRINGE

SPRING AWAKENING JERMYN STREET ■ THE GLASS CEILING BATTERSEA ARTS CENTRE ■ AND THE BROTHER TOO... TRICYCLE THEATRE

EDWARD BOND has said that Frank Wedekind's *Spring Awakening*, first published in 1891, "becomes more relevant as our armies get stronger, our schools, prisons, and bombs bigger".

Theatre 28's production at the Jermy Street Theatre, which uses Bond's fine translation, puts a strong case for this grandiose claim without recourse to any contemporary gloss on Wedekind's vision of a suffocating social order.

There is no coyness about the scenes of teenage masturbation, rape and homosexual love that got the play banned in England until 1965, and much censored elsewhere. But nor, crucially, is there embarrassment about inhabiting the comically starchy mannerisms of a bygone age, almost quaint in its willful ignorance. The play's enduring power lies in the fact that, though the 20th century may have

brought a greater degree of sexual liberation, taboos continue to surround puberty, sowing the seeds of dysfunction and neurosis.

It's no easier than it ever was for trained actors to play pre-school-leavers yet the cast fares admirably under Stephen Henry's direction. Louise Doherty occasionally allows an overly shrill tone to take hold of Wendie, the innocent whose enforced impregnation and subsequent abortion pill result in her death, but her scenes with the too-curious Melchior (Dean Verbeke), prior to his assault on her, convey a wide-eyed lust for life that looks wholly authentic.

Ian Bass shines as Moritz, the boy whose fragility and perspicacity will result in suicide. Not for this character the retreat into monosyllabic styness; prone to lyrical outbursts, he memorably compares the alarm he feels at his sexual awakening to that of

an "owl flying through a burning wood".

You might expect a play called *The Glass Ceiling* to deal with the issue of female career advancement in male-dominated workplaces, but Richard Davidson utilises this commonplace image for far less prosaic ends. The ceiling in question is part of a customised greenhouse in which a fading romantic novelist called Aldous (Chris MacDonnell) sits recovering from a heart attack, waiting for inspiration and peering through a telescope at the heavens or at copulating geriatric neighbours. His brooding person is tended like a sick plant by his partner, Rebecca; but when his larky layabout son, Gabriel, brings a new girlfriend, Sally, to stay, Aldous is roused to confront the past that binds them all together and which finally tears them apart. Davidson supplies details

with the assurance of a fireside storyteller but it is not so much the progress towards a denouement that grips, as the enveloping mood of disquiet. Wry, evasive exchanges are conducted within Christopher Oram's strikingly simple, steel-framed set. Shadows form in the green half-light. The director, Angus Jackson, has picked four actors who can suggest souring, withheld emotion at the bat of an eyelid. Moments of release are few and far between, but when they come, as when Sally and Gabriel silently offer their faces up to an invisible downpour, the effect is at once highly theatrical and discreetly life-affirming.

Eamon Morrissey's *And the Brother Too...* is a gentle monologue based on the writings of the Irish comic novelist Flann O'Brien. The follow-up to Morrissey's well-travelled *The Brother* (1974), it's a droll sharing of thoughts -

some astute, some humdrum - on everything from the perils of illness and alcohol to the riddles of time and identity.

The play includes the much-loved theory from *The Third Policeman* - that a transfer of atoms between bicycles and their owners causes each to acquire a percentage of the other's personality.

Morrissey has a delivery as rich as stout, but his generosity with O'Brien's material requires you to stay glued to your Tricycle seat so long, you risk becoming part of the furniture.

DOMINIC CAVENISH

'Spring Awakening' Jermy Street, London, SW1 (0171-387 2875) to 6 March; 'The Glass Ceiling' Battersea Arts Centre, London, SW11 (0171-323 2223) to 6 March; 'And the Brother Too...' Tricycle Theatre, London NW6 (0171-328 1000) to 27 February



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Director: Stephen Herek  
Starring: Eddie Murphy, Jeff Goldblum  
Redemption time! Jeff Goldblum plays Ricky, a scuzzball executive on a home-shopping channel. Eddie Murphy is G, a spiritual wanderer with opiate sandals and an idiot-savant simp. G and Ricky hook up. Fearful for his job, Ricky uses G as a frontman to the shopping show and sales go through the roof. G, in turn, teaches Ricky a few soulful lessons, you know, about life and stuff. *Holy Man* is a film of bits and pieces. Parts of it (the satirical swipes at trash TV, for instance) are very funny, while Murphy and the wired, neurotic Goldblum in particular, both do well in fleshing out what are essentially one-dimensional, archetypal roles. The trouble is, the film never quite hangs together. It skips around trying to find the right tone, starts out as an attack on media-land, then pulls its punches. It runs worryingly out of steam. West End: Odeon Marble Arch, Virgin Trocadero, Warner Village West End. And local cinemas

### THIS YEAR'S LOVE (18)

Director: David Kane  
Starring: Douglas Henshall, Kathy Burke, Jennifer Ehle, Ian Hart, Emily Woof, Catherine McCormack  
A cast of Britain's finest (Kathy Burke, Ian Hart, Douglas Henshall et al) weave to and fro through David Kane's Camden-set essay on urban romance. The plot is airy and simple: six disparate middle-youth types criss-cross each other over a period of three years; their bungled bed-hopping and snatched moments of human contact scored to a voguish pop soundtrack (Garbage, Morcheeba, Mercury Rev). Hart excels as a nerdy outcast, Burke as a nurturing, rough-diamond pub singer. All are well served by Kane's generally witty and well-observed screenplay. It's just that *This Year's Love* doesn't quite know when to quit, cranking what might have been a sublime one-hour teleplay into double its natural length. Still, that's modern romance for you. You can't fit it into tidy little boxes. West End: Barbican Screen, Clapham Picture House, Odeon Camden Town, Odeon Kensington, Odeon Marble Arch, Odeon Swiss Cottage, Odeon West End, Ritzy Cinema, UCI Whiteleys, Virgin Chelsea. And local cinemas

Xan Brooks

## GENERAL RELEASE

### ANTZ (PG)

This computer-animated trifle is surely the most unlikely Woody Allen movie we will ever see. The nerd icon allegedly re-wrote the bulk of his dialogue to provide the voice of worker-ant Z who breaks out from his totalitarian run when he falls in with Princess Bala (Sharon Stone). West End: Virgin Trocadero. Repertory: Prince Charles. And local cinemas

### A BUG'S LIFE (U)

See *The Independent Recommends*, above.  
West End: ABC Tottenham Court Road, Clapham Picture House, Odeon Camden Town, Odeon Kensington, Odeon Leicester Square, Odeon Marble Arch, Odeon Swiss Cottage, Ritzy Cinema, UCI Whiteleys, Virgin Chelsea. And local cinemas

### BULWORTH (18)

Warren Beatty's new satire is a blast: crude and condescending on occasion, yet genuinely audacious and committed, too. West End: Odeon Kensington, Odeon Marble Arch, Ritzy Cinema, Virgin Haymarket, Warner Village West End. And local cinemas

### DON'T GO BREAKING MY HEART (PG)

So how bad is *Don't Go Breaking My Heart*? Well, first off, it wastes the skills of E!F's Anthony Edwards as a Yankee sports therapist in Blighty. Secondly, it overplays the charms of Jenny Seagrove as the widowed mum he gets together with. This arthritic weepie wheezes on towards a finale so predictable that you'd have to be dead not to see it coming. West End: Odeon Kensington, Odeon Marble Arch, Odeon Swiss Cottage, Warner Village West End. And local cinemas

### ELIZABETH (15)

Shekhar Kapur's film is the story of a female figurehead struggling to gain purchase in a male world. But Kapur largely neglects the opportunities for fun in a story of independence triumphing over cruelty. West End: ABC Panton Street, Odeon Mezzanine, Odeon Swiss Cottage. And local cinemas

### ENEMY OF THE STATE (15)

Will Smith's fall-guy DA teams up with Gene Hackman's pensioned-off Pentagon warhorse, probes a political cover-up and gets embroiled in all manner of Big Brother-type trouble. West End: Odeon Camden Town, Odeon Kensington, Odeon Marble Arch, Virgin Trocadero. And local cinemas

### HIDEOUS KINKY (15)

Through the teeny-bop backdrop of 1970s Morocco trends Kate Winslet's hippie single-mum, her two daughters (Bella Riza, Carrie Mullin) unwillingly in tow. West End: Clapham Picture House, Curzon Soho, Curzon Minima, Odeon Swiss Cottage, Renoir, Ritzy Cinema. Screen on Baker Street, UCI Whiteleys, Virgin Fulham Road. Repertory: Watermans Arts Centre. And local cinemas

### HILARY AND JACKIE (15)

Full-throttle playing from Rachel Griffiths and Emily Watson sustains Anand Tucker's biopic of the Du Pre sisters. West End: Curzon Soho. Repertory: Watermans Arts Centre. And local cinemas

### HOW STELLA GOT HER GROOVE BACK (15)

Essentially this is Shirley Valentine with an Afro-American spin, but Angela Bassett works hard to make an impression among the tourist-brochure visuals. With Whoopi Goldberg. West End: Ritzy Cinema, Virgin Trocadero, Warner Village West End. And local cinemas

### I THINK I DO (15)

An excuse for reunions, for an ensemble cast, for the tensions of etiquette against emotion. Writer-director Brian Sloan ticks all the right boxes during this spry baby-boomer outing and yet it's too hyperactive and ingratiating for its own good. West End: ABC Shaftesbury Avenue, Virgin Fulham Road

### JACK FROST (PG)

Out-of-season Yuletide tale. Michael Keaton plays a self-obsessed blues-man who dies and gets reincarnated as a snowman. The *Pull Monkey's Mark* Addy co-stars as his best mate. They meet, they pass, and formula fun is had by all. West End: UCI Whiteleys, Virgin Fulham Road, Virgin Trocadero, Warner Village West End. And local cinemas

### LIFE IS BEAUTIFUL (LA VITA E BELLA) (PG)

See *The Independent Recommends*, above.  
West End: Barbican Screen, Curzon Mayfair, Odeon Kensington, Ritzy Cinema, Screen on the Hill, UCI Whiteleys, Virgin Chelsea. And local cinemas

### LITTLE VOICE (15)

Holed up in her bedroom, timid North Country sparrow LV (Jane Horrocks) perfects strident impersonations of Shirley Bassey and Judy Garland. Bracing black comedy, Horrocks' vocal pyrotechnics, plus a marvelously weighted turn from Michael Caine push *Little Voice* through to the final curtain. West End: ABC Tottenham Court Road, Odeon Camden Town, Odeon Kensington, Odeon Swiss Cottage, Odeon West End, UCI Whiteleys, Virgin Fulham Road. And local cinemas

### LIVING OUT LOUD (15)

*Living Out Loud* spins a sweet saga of female liberation, bolstered by a terrific performance from Holly Hunter as the lonesome divorcee drifting into an is-it-or-isn't-it friendship with Danny DeVito's bereaved lift operator. West End: Virgin Trocadero, Warner Village West End. And local cinemas

### MADLINE (U)

All aboard for storybook 1950s Paris. That gingerbread house on the corner is the boarding house attended by nine-year-old Madeline (Hatty Jones). That hatchet-faced woman out front is the strict instructor (Frances McDormand). That car going by is a Citroën. You get the picture. This overclogged rendering of Ludwig Bemmelman's kids' stories looks a shade one-dimensional; all artistry and no art. West End: Clapham Picture House, Odeon Kensington, Odeon Marble Arch, Odeon Swiss Cottage, UCI Whiteleys, Virgin Chelsea, Virgin Trocadero, Warner Village West End. And local cinemas

### THE MASK OF ZORRO (PG)

This gaudy swashbuckler gallops full-speed through 19th-century California in the company of Antonio Banderas's authentically Hispanic do-gooder. West End: Odeon Mezzanine, Virgin Fulham Road, Warner Village West End. And local cinemas

### MY GIANT (PG)

Billy Crystal plots his way through Michael "Heathers" Lehmann's Lilliputian comedy about a disreputable Hollywood agent who gets a few life lessons when he runs into a saintly giant (George Murenan) in Romania. Expect size jokes in the middle and glib morals at the end. Local: Harrow Warner Village

### THE OPPOSITE OF SEX (18)

See *The Independent Recommends*, above.  
West End: UCI Whiteleys, Virgin Fulham Road, Warner Village West End. And local cinemas

### THE PARENT TRAP (PG)

The Parent Trap catches Disney cannibalising its own back catalogue; re-heating its 1961 heart-warmer into a spy caper. Starring Dennis Quaid and Natasha Richardson. Local cinemas

### PECKER (18)

Trash auteur John Waters swerves into sunnier streets with Pecker, his fluffily satirical tale of an amateur Baltimore photographer adopted as a fly-on-the-wall artist by the New York elite. West End: Metro

### PI (PG)

What sustains this film is the pure ingenuity of its central conceit, its ongoing "mathematics is the language of nature" mantra and louché too-cool-for-school demeanour. It all adds up. West End: ABC Panton Street, Clapham Picture House

### SHAKESPEARE IN LOVE (15)

See *The Independent Recommends*, above.  
West End: ABC Tottenham Court Road, Clapham Picture House, Empire Leicester Square, Notting Hill Coronet, Odeon Camden Town, Odeon Kensington, Odeon Marble Arch, Odeon Swiss Cottage, Ritzy Cinema, Screen on the Green, UCI Whiteleys, Virgin Fulham Road, Virgin Trocadero. Repertory: Phoenix Cinema. And local cinemas

### YOUR FRIENDS AND NEIGHBORS (18)

Another troubling X-ray of American mores from *In the Company of Men* director Neil LaBute. *Your Friends and Neighbors* widens its focus a little, yet in all other respects this looks like a carbon copy of LaBute's debut. There are the same stage-bound confines, the same structured misanthropy, the same dense weave of dialogue. Two features in and LaBute has chewed this bone to bits already. West End: Curzon Soho, Gate Notting Hill, Odeon Camden Town, Odeon Swiss Cottage, Ritzy Cinema, Screen on Baker Street, Virgin Fulham Road, Virgin Haymarket. And local cinemas

## THE INDEPENDENT RECOMMENDS

### THE FIVE BEST FILMS

#### Affliction (15)

Paul Schrader's magnificently bleak study in fatherhood and fatalism stars Nick Nolte as a man struggling to escape the influence of his violent dad (James Coburn).

#### Life is Beautiful (La Vita è Bella) (PG)

Roberto Benigni directs and stars in this tragicomic fable about an Italian Jew who tries to shield his boy from the horrors of a Nazi concentration camp by pretending that the brutal regime is an elaborate game.

#### Shakespeare in Love (15)

This enjoyable romp suggests how romance fired Shakespeare with the creative inspiration for *Romeo and Juliet*. Joseph Fiennes and Gwyneth Paltrow head a multi-star cast.

#### A Bug's Life (U)

Less sophisticated and more child-friendly than *Antz*, this animated feature spins another enjoyable yarn about an ant colony and its battle to survive. Kevin Spacey provides the voice of the chief grasshopper.

#### The Opposite of Sex (18)

Christina Ricci (right) plays 16-year-old bitch-on-wheels Deedee, who causes all kinds of havoc when she moves in with her half-brother (Martin Donovan).



ANTHONY QUINN

### THE FIVE BEST PLAYS

#### Oklahoma! (Lyceum Theatre, London)

Widely regarded as the best ever, Trevor Nunn's glorious production of the Rogers and Hammerstein classic fully deserves its West End transfer. To 26 Jun

#### Copenhagen (Duchess Theatre, London)

Michael Frayn's profound and haunting meditation on science, morality and the mysteries of human motivation. To 7 Aug

#### Toast (Royal Court at The Ambassador's, London)

So you thought that the comic fascination of a mass-production bakery in 1970s Hull was somewhat limited? Richard Bean's delightfully funny play (right) proves you wrong. To 6 Mar



#### The Winter's Tale (RSC, Stratford)

An amazingly rich and complex performance from Antony Sher in Gregory Doran's Romanov-style production. In rep to 4 Mar

#### The Tempest (West Yorkshire Playhouse, Leeds)

Ian McKellen gives a low-key performance as a Prospero who presides over an island grimly reimagined as a correctional facility. To 27 Feb

### THE FIVE BEST SHOWS

#### Monet in the 20th Century (Royal Academy)

He lived until 1926. The gardens and lily ponds at Giverny dissolve into elemental visions: fiery lights, haze, liquid reflections, clouds and depths. The strange last works of Impressionism. To 18 Apr

#### Portraits by Ingres (National Gallery)

Some of the most intense portraiture ever. Women: exquisite *mélanges* of flesh and fabric, dreams of sex and money. To 25 Apr

#### Andreas Gursky (Serpentine Gallery)

Photographs 1994-98: Huge, wide-vision, high-finish, micro-detailed, digitally manipulated images of our everyday world. To 7 Mar

#### Oppé Watercolour Collection (Whitworth Gallery, Manchester)

Classic and still fresh 18th- and 19th-century British watercolours (right), including works by Alexander Cozens, John Sell Cotman, Constable, and Francis Towne. To 5 Apr



#### Disasters of War (Wolverhampton Art Gallery)

"I saw this" - three ages of European war through the etchings of Jacques Callot. Goya and Otto Dix. Visions from the blackest of times. To 20 Mar

TOM LUBBOCK

## CINEMA

### WEST END

**ABC PANTON STREET** (0870-902 0404) • Piccadilly  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**ABC PICCADILLY** (0171-287 4322) (from 1pm) • Piccadilly  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**ABC SHAFTESBURY AVENUE** (0870-902 0404) • Leicester Square  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**ABC SWISS CENTRE** (0870-902 0403) • Leicester Square  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**ABC TOTTENHAM COURT ROAD** (0870-902 0414) • Tottenham Court Road  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**BARBICAN SCREEN** (0171-638 8891) • Barbican Lane  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**CHELSEA CINEMA** (0171-351 3742) • Sloane Square  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**CLAPHAM PICTURE HOUSE** (0171-498 3323) • Clapham Common  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**CURZON MAYFAIR** (0171-369 1720) • Green Park Lane  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**CURZON MINIMA** (0171-369 1720) • Hyde Park Corner  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**CURZON SOHO** (0171-734 2255) (12noon-6pm) • Leicester Square  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**EMPIRE LEICESTER SQUARE** (0990-888990) • Leicester Square  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**GATE NOTTING HILL** (0171-727 6705) • Notting Hill Gate  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**ODEON CAMDEN TOWN** (0870-902 0404) • Camden Town  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**ODEON KENSINGTON** (0870-902 0404) • High Street  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

### LONDON LOCALS

#### ACTON

**PARK ROYAL WARNER VILLAGE** (0181-886 0066) • Park Royal  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**ARNOLD** (0181-886 0066) • Park Royal  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**BARNET** (0870-902 0404) • High Street  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

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My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

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My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

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Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
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My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

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Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
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My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

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Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
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My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**BARNET** (0870-902 0404) • High Street  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
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My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**BARNET** (0870-902 0404) • High Street  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**BARNET** (0870-902 0404) • High Street  
Curzon Elizabeth 2.10pm, 5.10pm, 8.10pm  
Lock, Stock & Two Smoking Barrels 1.10pm, 3.35pm, 6.05pm, 8.30pm  
My Neighbor Totoro 1.20pm, 3.45pm, 6.20pm, 8.40pm  
P (P) 1.25pm, 3.30pm, 6.10pm, 8.35pm

**BARNET** (0870-902 0404) • High Street  
Curzon Elizabeth 2.10pm, 5.10







# WEDNESDAY RADIO

**RADIO 1**  
(97.5-98.8MHz FM)  
6.30 Scott Mills. 9.00 Simon Mayo. 12.00 Jo Whiteley. 2.00 Mark Radcliffe. 4.00 Chris Moyles. 5.45 Newsbeat. 6.00 Dave Pearce. 8.00 Steve Lamacq. The Evening Session. 10.00 Movie Update with Ian. 10.30 John Peel. 12.00 Blue Jam. 1.00 Gilles Peterson. 4.00 - 6.30 Clive Warren.

**RADIO 2**  
(88-92MHz FM)  
6.00 Sarah Kennedy. 7.30 Wake Up to Wogan. 9.30 Ken Bruce. 12.00 John Inverdale. 2.00 Ed Stewart. 5.05 Johnnie Walker. 7.00 Nick Barakat. 8.00 Mike Harding. 9.00 Barry Corby's Motown. See Pick of the Day. 10.00 Top of the Pops 2 on 2. 10.30 Richard Ainsworth. 12.00 Katrina Leskanich. 3.00 - 4.00 Alex Lester.

**RADIO 3**  
(90.2-92.4MHz FM)  
6.00 On Air. 9.00 Masterworks. 10.30 Artist of the Week. 11.00 Sound Stories. 12.00 Composer of the Week: Copland.

1.00 The Radio 3 Lunchtime Concert. Live from the Royal Concert Hall, the third concert in a special week-long series from Glasgow. In this concert, French pianist Pierre-Laurent Aimard journeys far and wide. His sequence of pieces is uninterrupted, allowing the music to create its own effect. Introduced by Kirsten McCue. Debussy: Pagodes (Estampes). Chopin: a travers les feuilles (Images). Liszt: Galamb-borong. Bartok: From the Island of Bali (Mikrokosmos). Ligeti: Fenn; Fanfars. Jolivet: Maria. Knussen: Prayer Bell Sketch. Messiaen: Ile de feu Nos 1 and 2. 2.00 The BBC Orchestras. 4.00 Choral Evensong. 5.00 In Tune. 7.30 Performance on 3. See Pick of the Day. 8.30 The Original Peter Grimes. Tom Rosenthal compares the original Peter Grimes as depicted in the poem by the eccentric Suffolk poet George Crabbe to the one that Britten put on the stage. The blunt, damaged but heroic character of Britten's Grimes is a long way from the sadistic bully of the Crabbe poem.

## PICK OF THE DAY

"EACH BLOW strikes home with devastating eloquence: well-aimed, well-timed" was *The Independent* on Sunday's verdict on Peter Grimes as directed by Peter Stein for the WNO. Tonight in Performance on 3 (7.10pm R3), you can hear it for yourself.

In Lent Talks (8.45pm R4), the playwright David Edgar (right) movingly recalls the

death of his wife during Lent last year. "The person we thought we'd been carrying was really carrying us." There's a four-part starting tonight, presented by Alan Freeman, on Berry Gordy's Motown (8pm R2). The founder of the legendary company looks back on its achievements over the last 40 years.

DOMINIC CAVENTISH



am, and Tom Rosenthal explores the reasons that might lie behind Britten's decision to change the original. 9.25 Peter Grimes, part 2. 9.25 Postscript. Alain de Botton looks to some of the great thinkers of the past in the hope of finding philosophical cures for some everyday ills. 3. Bewildered by semantics, semantics or systems analysis? Alain de Botton finds Montaigne has a message for those with a sense of intellectual inferiority. 9.50 Peter Grimes, part 3. 10.45 Night Waves. Laura Cumming discusses T. J. Clark's huge historical undertaking, *Farwell to an Ideal*, which examines the history and demise of modernism. She also talks to one of Britain's leading artists, the abstract painter Terry Frost. Now in his eighties, Frost continues to experiment and to delight in the use of colour. In his Cornish studio, he describes his latest work. 11.30 Jazz Notes. 12.00 Composer of the Week: Dvorak (R). 1.00 - 6.00 Through the Night.

**RADIO 4**  
(92.4-94.6MHz FM)  
6.00 Today. 9.00 NEWS; Midweek. 9.45 Serial: The Spirit Wrestlers. 10.00 NEWS; Woman's Hour. 11.00 NEWS; Crufts. 11.30 Tomorrow at the Same Time (R). 12.00 NEWS; You and Yours. 12.57 Weather. 1.00 The World at One.

**RADIO 5**  
(93.0-93.1MHz FM)  
6.00 Today. 9.00 NEWS; Midweek. 9.45 Serial: The Spirit Wrestlers. 10.00 NEWS; Woman's Hour. 11.00 NEWS; Crufts. 11.30 Tomorrow at the Same Time (R). 12.00 NEWS; You and Yours. 12.57 Weather. 1.00 The World at One.

**1.00** Ruscoe and Co. 4.00 Drive. 7.00 News Extra. 7.30 John Inverdale's Football Night. Full coverage of all the night's action, with commentary on the big game. Plus the National Lottery Draw. 10.00 Littlejohn. Football phone-in with Richard Littlejohn: 0500 909693. 11.00 Late Night Live. With Nick Robinson. Including a late news briefing at 11.00, and at 11.15 The Financial World Tonight and a topical late-night discussion. 1.00 Up All Night. 5.00 - 6.00 Morning Reports.

**CLASSIC FM**  
(100.0-101.9MHz FM)  
6.00 Nick Bailey. 8.00 Henry Kelly. 12.00 Requests. 2.00 Concerto. Poulenc: Concerto for two pianos and orchestra. Francois-Rene Duchable, Jean-Philippe Colin. 3.00 Jamie Cullum. 6.30 Newsnight. 7.00 Smooth Classics at Seven. 9.00 Evening Concert: Dvorak: Symphonic Variations. RPO/John Farrer. Rubbra: Viola Concerto. Rivka Golani, RPO/Vernon Handley. Stenhammar: Serenade in F. Swedish RSO/Stig Westerberg. 11.00 Alan Mann. 2.00 Concerto. 3.00 - 6.00 Mark Griffiths.

**VIRGIN RADIO**  
(125.197-126.0kHz MW 105.8MHz FM)  
6.30 Chris Evans. 9.30 Mark Forster. 1.00 Nick Abbot. 4.00 Harriet Scott. 7.30 Pete & Geoff. 10.00 James Merritt. 1.00 Steve Power. 4.00 - 6.30 Richard Allen.

**WORLD SERVICE RADIO**  
(198kHz LW)  
1.00 The World Today. 1.30 Meridian (Live). 2.00 The World Today. 2.30 Everywoman. 3.00 The World Today. 3.20 Sports Roundup. 3.30 World Business Report. 3.45 Insight. 4.00 - 7.00 The World Today (400-700).

**TALK RADIO**  
6.00 Big Boys Breakfast with David Banks & Nick Ferrari. 9.00 Scott Chisholm. 12.00 Justice with Jacobs. 1.00 Anna Raeburn. 3.00 Peter Dealey. 5.00 The SportZone. 7.00 Offside with Seb Coe. 8.00 James Whale. 12.00 - 6.00 Ian Collins.

# SATELLITE AND CABLE

## PICK OF THE DAY

NICOLE KIDMAN (right) caused quite a storm with her recent stage appearances in London and New York in *The Blue Room*. However, it is as a screen actress that she made her name. In *The Portrait of a Lady* (11.50pm Sky Premier), Jane Campion's follow-up to *The Piano*, she is well-cast as Isabel Archer. An independent-minded woman, she is lured into marriage by Gilbert Osmond (John Malkovich) at his most

insinuating, who then reveals his true, cruel nature. This exquisite adaptation of the novel by Henry James puts a modern, feminist spin on the portrayal of a woman hemmed in by a patriarchal society. The up-and-down career of Whoopi Goldberg - from the high of *Ghost* to the low of *Jumpin' Jack Flash* - is charted in today's *Femmes Fatales* (1pm Sky Moviemax).

JAMES RAMPTON



**SKY PREMIER**  
6.00 Cocoon (1985) (57969). 8.00 Angels in the Attic (1997) (40726). 10.00 Keeping the Promise (1997) (70767). 12.00 Old Gringo (1989) (30347). 2.00 Cocoon (1985) (58847). 4.00 Angels in the Attic (1997) (38543). 5.30 Keeping the Promise (1997) (70767). 7.30 Barry Norman's Film Night (1970). 8.00 Sean (1997) (25089). 10.00 The Devil's Own (1987) (80168). 11.50 The Portrait of a Lady (1998) (80320216). See Pick of the Day. 2.25 The Juror (1996) (50477). 4.35 - 6.30 Old Gringo (1989) (167093).

**SKY MOVIE MAX**  
7.00 Femmes Fatales (70988). 7.30 Action Heroes (588250). 8.35 Movie Magic (505189). 9.00 Chasing the Deer (1994) (50818). 1.00 Unwed Father (1997) (22540). 1.00 Femmes Fatales (59080). See Pick of the Day. 1.30 Action Heroes (500490). 2.25 Movie Magic (142878). 3.00 Chasing the Deer (1994) (34300892). 4.40 Ivanhoe (1982) (25331724). 7.00 Unwed Father (1997) (50507). 8.30 News Week in Review (1979). 9.00 Broken Silence (1997) (26055). 11.00 Rumble in the Bronx (1998) (58992). 12.30 Random Encounters (1997) (513729). 2.05 Tennessee Nights (1990) (832293). 3.30 SAPS (1997) (846832). 5.25 - 7.55 Ivanhoe (1982) (75747854).

**SKY CINEMA**  
4.00 Sherlock Holmes and the Secret Code (1945) (468963). 5.30 Hollywood Hell of Fame (325089). 6.00 In Name Only (1983) (869988). 6.00 Flying Leathernecks (1981) (864434). 10.00 Gunlight at the OK Corral (1957) (7033588). 12.05 I Walk the Line (1970) (555058). 1.45 The Stripper (1982) (638354). 3.20 The White Slave (1957) (268383). 5.00 Hollywood Hell of Fame (325089). 5.30 Close.

**FILMFOUR**  
6.00 Zero De Conduite (1933) (427405). 6.45 Unlabeled (1934) (755231). 8.30 The Last Battle (1938) (8683076). 10.00 Subway (1965) (585259). 11.45 The Big Blue (1989) (585259). 2.30 Branded (1992) (587816). 4.30 - 6.00 Living in Oblivion (1995) (267794).

**DISCOVERY CHANNEL**  
4.00 Rex Hunts Fishing Adventures (310357). 4.30 Walker's World (318521). 5.00 Wheel News (427065). 5.30 Treasure Hunters (310373). 6.00 Wildlife SOS (310778). 8.30 Wild Dogs (863543). 7.30 The Elephant Sanctuaries (310250). 8.00 Arthur C Clarke's Mysterious Universe (427272). 8.30 Creatures Fantastic

(425786). 9.00 Charols of the Gods - The Mysteries Continue (822453). 10.00 The Curse of Tutankhamen (822540). 11.00 Master Spies (507078). 12.00 Dead Sea Scrolls: Unraveling the Mystery (833038). 1.00 Treasure Hunters (503033). 1.30 Wheel Nuts (580187). 2.00 Close.

**SKY ONE**  
7.00 Count Duckula (58521). 7.30 The Chris Evans Breakfast Show (58520). 8.30 Hollywood Squares (45618). 9.00 Sally Jessy Raphael (58705). 10.00 The Oprah Winfrey Show (70543). 11.00 Gullif (10076). 12.00 Jerry Jones (85453). 1.00 Mad about You (64882). 1.30 Jeopardy (73989). 2.00 Sally Jessy Raphael (26502). 3.00 Jerry Jones (84521). 4.00 Gullif (70328). 5.00 Star Trek: Voyager (8227). 6.00 Gullif (229). 6.30 Friends (881). 7.00 The Simpsons (5225). 7.30 The Simpsons (2055). 8.00 Mortal Kombat (2540). 9.00 The X-Files (8076). 10.00 Naked in Westminster (7183). 11.00 The Crypt (77532). 12.00 Star Trek: Voyager (7274). 12.30 The Commish (9253). 1.30 - 7.00 Long Play (729758).

**SKY SPORTS 1**  
7.00 Sky Sports Centre (308328). 7.25 World Wrestling Federation - Live (308278). 8.35 You're on Sky Sports (308328). 9.00 Raging Bulls (2637). 9.30 Aerobics - Oz Style (85589). 10.00 Inside Scottish Football (35022). 11.00 Petras (83835). 11.30 TotalSport (39065). 12.00 Aerobics - Oz Style (85589). 12.30 Premier Snooker League (87057). 2.30 Petras

(3502). 3.00 Inside Scottish Football (3381). 4.00 Superbouts Pedrosa vs Lopez (2918). 5.00 World Wrestling Federation Shotgun (2617). 6.00 Sky Sports Centre (308328). 6.30 FA Cup Football (8259). 7.30 Sky Sports Centre (308328). 8.00 Inside Scottish Football (35022). 8.30 Sky Sports Centre (308328). 9.00 You're on Sky Sports (308328). 9.30 FA Cup Football (8259). 10.00 Sky Sports Centre (308328). 10.30 Sky Sports Centre (308328). 11.00 Sky Sports Centre (308328). 11.30 Sky Sports Centre (308328). 12.00 Sky Sports Centre (308328). 12.30 Sky Sports Centre (308328). 1.00 Sky Sports Centre (308328). 1.30 Sky Sports Centre (308328). 2.00 Sky Sports Centre (308328). 2.30 Sky Sports Centre (308328). 3.00 Sky Sports Centre (308328). 3.30 Sky Sports Centre (308328). 4.00 Sky Sports Centre (308328). 4.30 Sky Sports Centre (308328). 5.00 Sky Sports Centre (308328). 5.30 Sky Sports Centre (308328). 6.00 Sky Sports Centre (308328). 6.30 Sky Sports Centre (308328). 7.00 Sky Sports Centre (308328). 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## WEDNESDAY TELEVISION

THE WEDNESDAY REVIEW  
The Independent 24 February 1989

## ROBERT HANKS

## TELEVISION REVIEW

TO ASK THE question "Why does Julie Burchill think she is?" makes it sound as if there might be some doubt or disagreement about it - she may think she's the business, in the implication, yet some people have other ideas. But the real deal thing about her is that she is a controversial columnist - which took that question for its title - was that there seemed to be no disagreement at all. Julie Burchill thinks she is a genius, and so does everybody else, and they were queuing up to say so. Even her enemies think highly of her - we were promised a selection of these, but as it turned out, the only one she managed to dig up was her former ally at the *Modern Review*, Toby Young. Yet, for the most part, even her enemies in exactly the same tones as the others about her cleverness and wit. When he did criticise her, it was in terms that echoed uncannily her own view of herself - both that she had become her man, that her writing style had leaked into her private life. Also, although he accused her of betraying those who had tried to protect her, she admitted candidly that she did not behave decently towards other people, and that she had no desire to. The nastiest thing Young could bring himself to utter was the suggestion that it would have been good if she had died in a car crash five years ago. But even saying that was to elevate her into the same league as James Dean and, of course, her own beloved Diana.

This uncertainty must be highly gratifying for Julie Burchill, but from the viewer's point of view, it made for a slightly flat television. To some extent, they may have been unavoidable - after all, "Britain's most controversial columnist" is not a very interesting or inspiring proposition to hold - but then Chris Egan commented the problem by making her sound a less interesting journalist than she is. Some of the positions she was quoted as having adopted (female circumcision is barbaric, being a lesbian is a waste of time, Camille Paglia is a crazy old dyke) sound pretty much like common sense. Her more striking statements (the Soviet invasion of Afghanistan was a welcome civilising mission, as far as I'm concerned,

**6.00 Business Breakfast** (63078). **7.00 News** (71245). **8.00 Killy** (S) (7) (6896453). **8.45 The Venus Show** (S) (7) (605823). **10.45 News** (Regional News: Weather (S) (7) (650823)). **11.00 Change That** (S) (7) (677588). **11.45 News** (Regional News: Weather (S) (7) (650823)). **12.00 Call My Bluff** (S) (60714). **12.30 Wildcat** (S) (689427). **12.45 The Weather Show** (S) (7) (6888227). **1.00 News** (Weather (S) (7) (650823)). **1.30 Regional News and Weather** (753347). **1.40 News** (Weather (S) (7) (650823)). **2.00 Inside** (S) (7) (654163). **2.45 Through the Keyhole** (S) (7) (688453).

**3.25 Children's BBC: Playdays** (S) (7) (678182). **3.45 Little Monsters** (S) (688726). **3.50 ChuckleVision** (S) (7) (647288). **4.40 See It Saw It** (S) (7) (682082). **4.45 The Wild House** (S) (7) (688347). **5.00 Newsround** (S) (7) (620248). **5.10 Blue Peter** (S) (7) (6872057).

**5.35 Neighbours**. Paul delany Harold and Sarah returns from Barnabe (S) (7) (635518).

**6.00 News Weather** (7) (729).

**6.30 Regional News**. And weather (7) (231).

**7.00 Holiday on a Shoestring**. Craig Doyle enjoys some free drinks in a Las Vegas casino, while Roy McGeech shows viewers how to save money while in the Champagne region of France (432).

**7.30 Tomorrow's World**. Tonight looking at a radical new design of motorcycle helmet, and a new, faster test for meningitis (S) (7) (415).

**8.00 Changing Rooms**. Neighbour in Knebworth. Herdhouse offers up their sitting rooms to Carol Smith and her designer crum (S) (7) (6078).

**8.30 Comic Relief: Aishetek**. Vote for the BBC comedy archive clip you want to see (S) (7) (233556).

**8.50 The National Lottery** (S) (7) (682729).

**9.00 News Regional News Weather** (7) (8237).

**9.30 Jasper Carrott** - Back to the Front. Ek - Jasper Carrott returns to the stand-up roots, gilder and all. The week, the theme is the seven ages of man (S) (46182).

**10.00 The X-Files**. The discovery of a young girl bizarrely mutilated body prompts her family priest to enlist the help of Mulder and Scully (S) (7) (738357).

**10.45 Ruby Wax Meets... Goldie Hawn** (S) (7) (23857).

**11.15 Black and White**. Concluding the topical look at everyday racism as our two undercover reporters - one black, the other white - try out the ploys and cubs of the race (S) (7) (605559).

**11.50 Victim of Beauty** (Roger Young 1981 US). When a classic teenage is abducted by the local serial killer, sheriff William Devane attempts to flush him out using the girl's beauty queen sister as bait. Based on real events in South Carolina, apparently (7) (405289).

**1.30 John's BBC News 24** (870728). To beam.

## BBC1

## BBC2

## ITV Carlton

## Channel 4

## Channel 5

**7.00 Children's BBC: Time of the Toon Fables** (684502). **7.05 Tiddlers** (S) (7) (678444). **7.30 Snobs** (677237). **7.40 The Really Wild Show** (S) (7) (682231). **8.40 News** (S) (7) (688823). **8.45 News** (Regional News: Weather (S) (7) (650823)). **9.00 Tales of the Toon Fables** (S) (7) (681728). **9.00 Environment - Its Our World... and Im Worried** (681647). **9.10 What? Where? When? Why?** (678281). **9.25 The At 4.45** (681647). **9.45 News** (Regional News: Weather (S) (7) (650823)). **10.00 Tales of the Toon Fables** (S) (7) (681728). **10.05 Tales of the Toon Fables** (S) (7) (681728). **10.10 Tales of the Toon Fables** (S) (7) (681728). **10.15 Tales of the Toon Fables** (S) (7) (681728). **10.20 Tales of the Toon Fables** (S) (7) (681728). **10.25 Tales of the Toon Fables** (S) (7) (681728). **10.30 Tales of the Toon Fables** (S) (7) (681728). **10.35 Tales of the Toon Fables** (S) (7) (681728). **10.40 Tales of the Toon Fables** (S) (7) (681728). **10.45 Tales of the Toon Fables** (S) (7) (681728). **10.50 Tales of the Toon Fables** (S) (7) (681728). **10.55 Tales of the Toon Fables** (S) (7) (681728). **11.00 Tales of the Toon Fables** (S) (7) (681728). **11.05 Tales of the Toon Fables** (S) (7) (681728). **11.10 Tales of the Toon Fables** (S) (7) (681728). **11.15 Tales of the Toon Fables** (S) (7) (681728). **11.20 Tales of the Toon Fables** (S) (7) 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